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Board of Trade Journal

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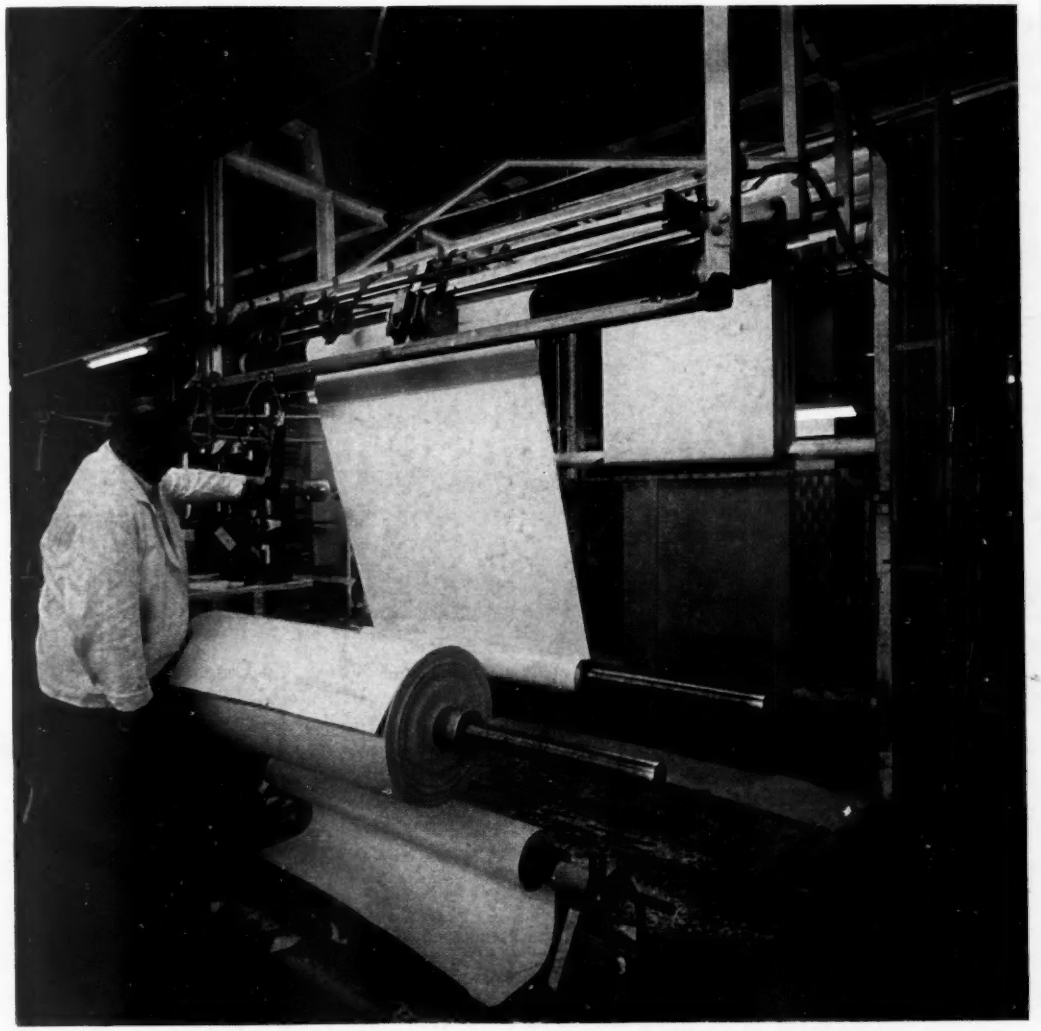

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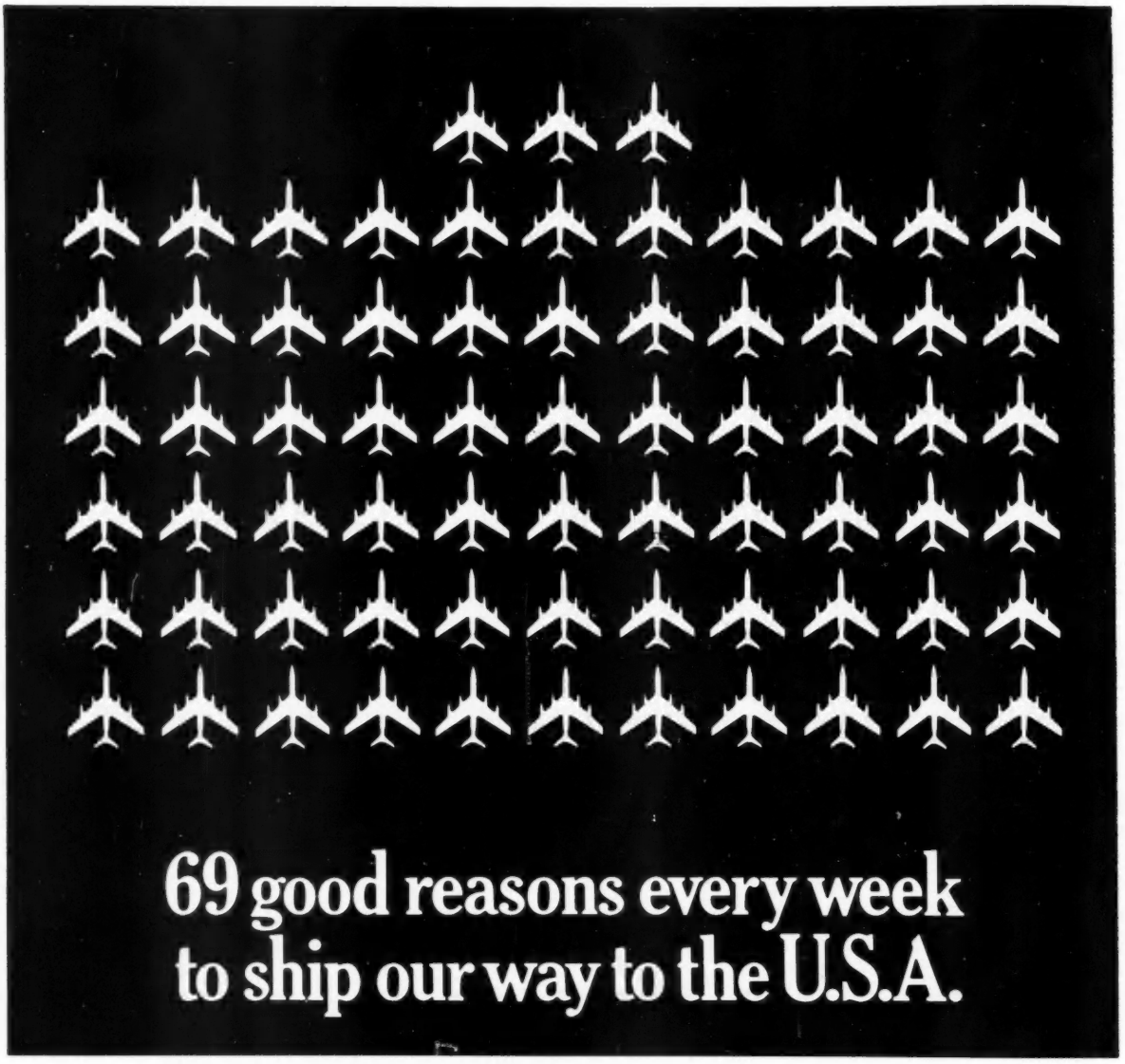

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Front cover photograph

Lintafoam Limited are believed to be the world's leading exporter of latex foam fabrics for the foundation garment, brassiere, swimwear and shoe industries. The company is also believed to be the leading commission foam-backing organization for the carpet industry, and produces latex foam components for the clothing and motor industries. Lintafoam's total export sales have risen in four years by 90 per cent, and in the foundation garment and footwear divisions exports now total 125 per cent of home sales. The photograph shows the production at the company's High Wycombe factory of delicate coloured foam fabric for a large export order. Lintafoam also has a factory at Droylesden, Lancs, and is opening a third at Whitefield, near Manchester. The Whitefield factory will have the most up-to-date latex foam plant in the world.

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TRADING OPPORTUNITIES IN AFRICA — 5

Ghana — Market prospects

By A. H. Birch, OBE, Counsellor (Economic and Commercial), British High Commission, Accra

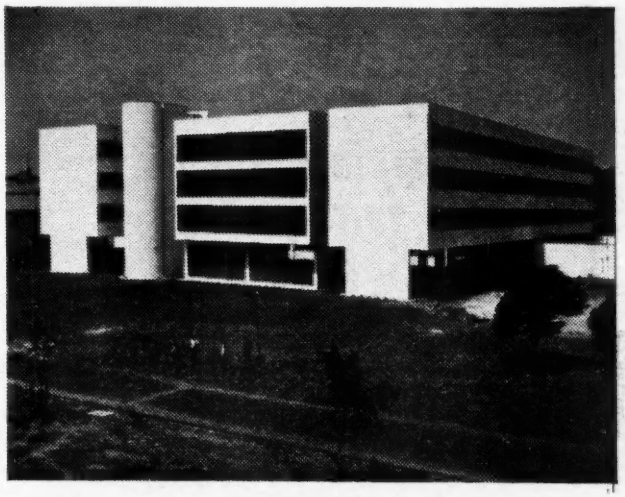
SINCE COMING to power on February 24, 1966, as a result of a *coup d'etat*, the National Liberation Council have clearly implemented their professed intention of saving Ghana from a state of virtual international bankruptcy. Successful negotiations were concluded with the International Monetary Fund and a number of friendly creditor countries following which Ghana was able to reschedule a large amount of the massive debts incurred by the former régime. At the same time Ghana has been able, since June 1, 1966, to meet her commitments on current imports and is making steady progress in paying arrears due against short-term debts. The balance of payments position nevertheless remains serious and the present policy of issuing import licences on the basis of payment at 180 days is likely to be maintained for some time to come.

Despite the financial assistance Ghana has received, and the measures adopted to curtail severely her import bill, the Ghana Government decided on a currency devaluation of 30 per cent on July 8, 1967, with a view to bringing the economy into a more realistic balance with the rest of the world. This step will make some of Ghana's exports more competitive, and is aimed at stimulating domestic production and encouraging foreign investment. Internally, it is hoped to divert more of the country's resources to cocoa and other agricultural production, and to this end the price paid to the cocoa farmers was increased by 30 per cent in terms of local currency.

The mainstay of the Ghanaian economy is cocoa, which provides about 60 per cent of the country's foreign exchange revenue. Production in recent years has declined, due to a variety of reasons, but mainly to the fact that the farmers have lacked the incentive to practise sound husbandry, although export earnings from this commodity have kept remarkably steady because of continued high prices on the world market. A considerable tonnage of the cocoa crop is shipped to the Eastern Bloc in accordance with various bilateral trade agreements, and during 1966 and 1967 Ghana's commitments under these arrangements, when set against one of the smallest crops so far this decade, have resulted in an actual shortfall of supplies. In addition to cocoa, Ghana's other foreign exchange earners of any note are timber and minerals (principally gold and diamonds).

After following a policy of consolidation for a period of 18 months, the National Liberation Council announced in their second budget, presented in August, 1967, certain measures to activate the economy. These included a reduction in the tax on repatriated company profits, minor changes in the rates of personal income tax and the abolition of the capital gains tax and property tax. A number of reductions in customs duties and sales taxes were also introduced to help stabilize domestic prices, although the price of imported goods has already risen (in some cases as much as 50 per cent) due to the devaluation of the new Cedi* and the consequent increase on the ad valorem import duties. Total expenditure for 1967/1968 is estimated at NC393.2 million (£137.5 million) and ordinary revenue NC288.7 million (£100.9 million); the balance is to be drawn from capital receipts from foreign loans and International Monetary Fund drawings NC69.7 million and local borrowing NC35 million, (£24.4 million and £12.2 million) respectively.

The future development of Ghana's economy depends on a sustained rise in agricultural output for the purpose of (a) meeting an increased proportion of the country's food consumption from local production; (b) to provide industrial raw materials such as cotton, sugar, rubber and tobacco; (c) to provide surpluses for the export trade; and (d) to sustain a population growth of 3 per cent per annum. To this end, the Government have stated that more feeder roads and irrigation schemes will be constructed, the supply of agricultural equipment, fertilisers, insecticides and the like will be more freely available, and that the farmers will benefit from improved credit facilities and agricultural extension services to be brought into operation. So far, agricultural hand tools and a number of essential supplies have been placed on Open General Licence, but the other measures remain to be implemented. In the industrial field, there is already a range of manufactured articles produced locally, e.g. jute bags, cotton grey cloth and piece goods, garments, towels, glassware, vegetable oils, canned fruit and vegetables, cocoa products, beer, spirits, cigarettes, soap, paint, furniture, veneers, plywood, toilet tissues, plastic goods, aluminium ingots and articles, vitreous enamelware, sheet metal, fabrications, reinforcing bars, cement from imported clinker and petrol and lubricants which are refined from imported crude oil. Where the supply position is satisfactory, articles which are available from local sources are placed on the list of 'restricted' commodities, for which import licences are not normally granted. Because of the severe import licensing restrictions, supplies of essential raw materials for many of the country's factories have been erratic, but a more selective issue of import licences is to be introduced in an endeavour to overcome these difficulties.



Recently completed by Taylor Woodrow of Ghana Ltd., for the University of Legon is a 4-storey halls of residence building, accommodating about 200 students (architects, Comtec (Ghana) Ltd.). It is roughly in the form of an H, with a wing at the base enclosing two quadrangles or patios, and forms an addition to the University, about 9 miles from Accra, where Taylor Woodrow completed other major construction work in 1959.

* In this article C is used to represent Cedi and NC for New Cedi.

(*Continued on page 365*)

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mentioning the commodities or countries of special interest to you

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There are both public and private sectors of industry, the former being State Corporations, in which private participation has recently been agreed in some instances, and is under active discussion in others. The State Corporations are operated under the direction of the Ghana Industrial Holding Corporation (previously the State Enterprises Secretariat).

Britain maintains her position as Ghana's major trading partner, although in the decade since Independence, Britain's share of the market has declined from about half (46.9 per cent in 1956) to less than one-third (28.7 per cent in 1966). Our main competitors are, traditionally, the United States, Western Germany, Netherlands and Japan, but in the three or four years preceding the coup the pattern of trade was becoming increasingly distorted by the amount of trade diverted to Trade Pact Area countries, namely, the Eastern Bloc, China, Israel and Cuba, with whom Ghana had signed bilateral trade agreements. Thus, by 1964, 16.9 per cent of Ghana's imports were coming from Trade Pact Area countries, and in 1965 the proportion had risen to 28 per cent, valued at C107.2 million (£44.7 million) out of a total of C384.1 million (£160.0 million). In the first four months of 1967 imports from TPA sources were valued at NC8.5 million (£4.25 million) out of a total of NC82.8 million (£41.4 million), the share being only 10.3 per cent. During the same period the United States displaced Western Germany as Ghana's second biggest supplier, largely through rising shipments of staple commodities coming in under aid arrangements, while Britain has gained some considerable inflow of business, particularly in consumer goods and raw materials as a result of continued facilities for insurance cover offered by the Export Credits Guarantee Department. Some representative figures showing the shares of the market for the years 1964 to 1966 and the first four months of 1967, are as follows: Britain 27.5 per cent, 25.8 per cent, 28.7 per cent, 32.6 per cent; United States 8.9 per cent, 8.7 per cent, 16.7 per cent, 15.7 per cent; Western Germany 10.7 per cent, 9.8 per cent, 7.4 per cent, 9.1 per cent. There are no preferential rates in the Ghana tariff, the general level of which is 50 per cent on manufactured goods, while most items of capital equipment are free of duty. In common with other developing Commonwealth countries, Britain has had to face the erosion of a traditional outlet for her exports by a combination of the strenuous efforts made by other Western exporters to secure a share of the market, and the natural desire of Ghanaian buyers to look elsewhere for alternative sources of supply. As well as these changes in the direction of trade, there are changing patterns too. Former old-established imported lines such as cast-iron cooking-pots have ceased in the face of local production; of more recent vintage, the importation of wigs has been prohibited to conserve foreign exchange. But there is now a demand for polyethylene raw materials for the small, growing industry producing plastic articles. And shipments of one well-known British biscuit are still made (in their millions) to meet a seasonal demand each year.

Although Ghana's financial burdens are great, its economy is fundamentally sound. There is a good basic infrastructure. Communications systems are good internally by West African standards, and internationally they are excellent. The National Liberation Council has cut Ghana's expenditure to bring it within sight of its earning capacity, the difference being made up by support from the International Monetary Fund and the large amount of aid from Western countries. Britain has granted a loan of £4 million and is continuing to provide technical assistance. It is, however, inevitable that there will be some diversion of trade to other countries which have increased their aid to Ghana, particularly the United States and Western Germany, and this will affect Britain's ability to secure business. Unfortunate as this might be, it is in the long-term interests of all the major exporting nations that Ghana should remain solvent, and a continuing market for their products. Development projects involving a foreign exchange element are, generally speaking, not being approved by the Government and in the next two or three years export opportunities for capital equipment will be limited. There will be opportunities for sales of equipment and supplies required for the agricultural, timber and mining

(*Continued on next page*)

Work proceeding on a telecommunications contract in Ghana being carried out by BICC. This covered the survey and design of the cable networks and the manufacture and installation of the complete cabling system, including the coaxial cable interconnections from the microwave radio stations and local junction and distribution cables.

Part of Accra's spice market. This is a typical Ghanian market scene, (Photo: United Africa Co.)

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

GHANA – MARKET PROSPECTS, *continued*

industries; spare parts for a range of industrial machinery, plant and for the railways; automotive spare parts and accessories; electrical fittings and accessories; raw materials for the established secondary industries such as textile yarns, dyestuffs, chemicals, paper, inks, glues; and a continuing demand for some of the specialized articles which are not produced in Ghana, including ethical drugs, medical equipment, various manufactured foodstuffs, books, as well as limited quantities of other consumer durables such as toys, garments and footwear. British exporters will be required to grant 180 days' credit for almost all exports to Ghana and should consider using the services of a Confirming House if they are unable to finance transactions from their own resources.

The Ghana Government are anxious to attract foreign capital, and in 1967 American, Canadian, German and French businessmen (among others) have shown a greater interest than hitherto in investment in the country. There is, of course, a substantial British investment in Ghana already, and the provisions of the Capital Investment Act of 1963 have been made known to British industry. As there is little likelihood of any startling increase in Ghana's export earnings, at least for several years, there will have to be more accent on import-replacement programmes in order to achieve a satisfactory balance of payments position. Following their initial success in February 1967 the Ghana Government plans to stage the Second Ghana International Trade Fair in 1971, which will afford an opportunity for British manufacturers to display their products.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.2* (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given on page* 402 *of this issue of the* Board of Trade Journal.

Export opportunities in Ghana

Below is a list of current export opportunities in Ghana reprinted from the *Export Service Bulletin.*

Reference No.	Commodity		Bulletin No.
ESB.41751/67	Puttee manufacturing machinery . . .	Export opportunity Agency	255/67
ESB.25952/67	Cleaning materials; deodorizers; disinfectants; tarpaulins.		230/67
ESB.25952/67	Vehicle spare parts; shoe industry raw materials.	Agency	208/67

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 *headings) and the Export List* (2,900 *headings); there are* 192 *specified countries of consignment.*

This fully detailed information is not published on a monthly basis, but when circumstances allow. HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 *Victoria Avenue, Southend-on-Sea (Tel. Southend (O.*702) 49421, *Ext.* 316, *or Imports and Re-exports, Ext.* 314 *for Exports, Telex* 99112 *CUSEX Southend).*

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Prime minister sends message to UNCTAD II

THE PRIME MINISTER has sent the following message to the chairman of the Second United Nations Conference on Trade and Development (UNCTAD) which opened in New Delhi on February 1.

'On behalf of the Government of the United Kingdom I send you warm wishes for the success of this important conference. Its work will be followed with the keenest interest in this country, and we look forward both to playing a constructive part, through our representatives, in the conference's deliberations, and to contributing, so far as we are able, to the promotion of the great objective of the economic advancement of all peoples.'

President speaks at UNCTAD II

MR. ANTHONY CROSLAND, President of the Board of Trade, spoke at the conference on February 6. The President, who led the United Kingdom delegation in the opening stages, referred to the main subjects of the conference: commodities, manufactures (including the question of preferences for developing countries), aid, regional integration and shipping. His speech will be reported in next week's issue of the *Board of Trade Journal*.

Lord Brown announces BoT grant for BIM services

STARTING WITH A small grant in the current financial year, the Board of Trade – subject to the approval of Parliament – will be giving the British Institute of Management a grant for the next few years to help it to improve and extend its services in the management field. The grant for 1968/9 is likely to be a maximum of £100,000.

This was announced by Lord Brown, Minister of State, Board of Trade, when he addressed the British Institute of Management (North Western Region) at their 21st anniversary dinner in Manchester on February 1.

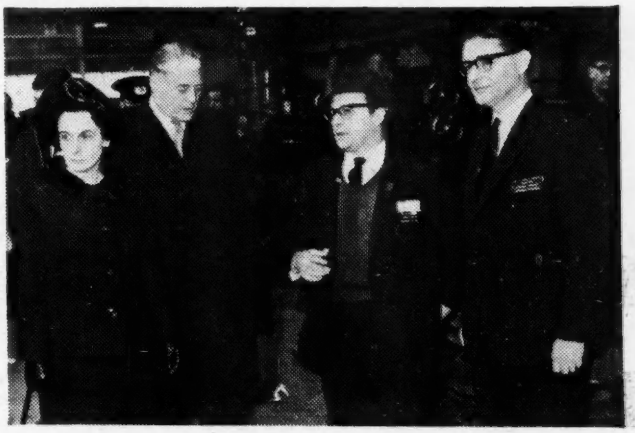
There had for many years been a close and happy relationship between the Board of Trade and the British Institute of Management, and he was glad to be able to say that this partnership would become even closer again from now on.

He said the decision to make a grant had been based on the recommendation in the Report of the Productivity Advisory Services Group of the National Economic Development Organization; this Group undertook the first major survey of advisory services following the Prime Minister's First National Productivity Conference.

'We shall therefore be working together into the 1970s. My hope is that together we can quicken the managerial revolution, which is the basis of our technological and economic evolution,' added Lord Brown.

Earlier Lord Brown had said: 'The Board has of course had a long association with BIM and for some time gave a grant for general assistance. More recently the Institute has had some help from us in relation to the top management seminars run in the regions, and towards building up the Management Education Information Unit. Both of these efforts we consider to be valuable, and perhaps particularly the latter which, in a very short time, has become probably the best single source of information about management courses in existence. What is of course much more important is to be able to make a proper evaluation of the courses offered throughout the country and to give inquirers an indication that course (a) would better serve their purposes than course (b). I gather that great effort is being put into solving this very difficult problem; I commend these attempts and wish them success.

'Another area of your activity which seems to me to be of great importance is the Management Consulting Services Information Bureau, run jointly with the CBI. I am sure this is a source which businessmen should be consulting continually and which should be developed and expanded in the future. Again, the one question which an inquirer will find it essential to ask – which consultant would be best for the job in mind – is a most difficult one to answer. This is true not only in absolute terms, but in the sense that it would amount to promoting a particular consultant to name one as the "best buy". This is a difficulty which the Board of Trade knows a great deal about in other contexts, of course.'



Dr. A. D. D. Broughton, MP (Batley and Morley) made a recent visit to the works of Robert Hudson (Raletrux) Limited of Morley, Leeds. This visit was suggested by Lord Brown, Minister of State to the Board of Trade, who had previously written to the company congratulating them on their export records. Hudsons, manufacturers of rolling stock and mechanical handling equipment for the quarry, mine and construction equipment industries, have been exporting for over 80 years, and since 1946 have consistently exported more than 50 per cent of their output. In this current year, export orders received account for more than 70 per cent of their production. The picture shows from the right Mr. M. Theakston, director and general manager, and Mr. Keith Barnes, works manager, of the Raletrux Division, with Dr. and Mrs. Broughton during their visit.

Lord Brown continued: 'I am convinced that one of the most important contributions to our well-being would arise through a realization by managements of both large and small firms that there is a vast amount of knowledge of up-to-date managerial techniques lying about waiting to be used. In a striking phrase I heard recently – "it's amazing what managements don't know they don't know". Not all of this knowledge necessarily resides with consultants of course (and I am thinking here for instance of a small but important organization which BIM has under its wing – The Centre for Interfirm Comparison – which, with financial support from the Board of Trade, is the key organization in promoting the technique of IFC). But the management consultants – the good ones, of course – could, if their resources were applied more extensively to industry, do a power of good.

'For very many efficient British companies the starting point on their way to success was the day they first engaged management consultants. This decision usually has dramatically good effects. But it is not always so much that a consultant introduces the firm to a dazzling range of new ideas, but that he will point to the futility of many established practices which have never been recognized as being inefficient, or overcome inertia which has prevented obvious changes from being effected before. Businessmen, faced with advice for which they have paid, are in a fix because they object to waste.'

Lord Brown said: 'We are now looking hard at ways of encouraging the use of consultants by industry, and one such effort (as I hope you all know) was launched by the Board of Trade on a "pilot" basis here in Manchester only a fortnight ago. This is the "Aid to Productivity" scheme.

'In this we are attempting a demonstration of how quickly efficiency can be improved – without involving any capital expenditure on new machinery or plant – by a combination of consultancy and self-help. The Government is meeting one-third of the total cost, and the cost to each company will be £1,000. So far the response has been fairly encouraging, but we do need more volunteer firms to come forward to ensure the success of this pilot scheme.'

(BIM conference on management and metrication, page 369.)

ECGD business in 1967

'COMMERCIAL' BUSINESS insured by ECGD during 1967, at £1,661 million, reached a new peak, 9.6 per cent higher than that of the previous year. The proportion of exports insured by ECGD has increased to around 32 per cent.

Business in the final quarter of 1967 amounted to £375.0 million, compared with £383.8 million in the last quarter of the previous year; the lower figure is related to the general lower level of exports for that period.

The number of Comprehensive-type policies current increased during the year from 9,009 to 10,001. The value of Specific policies issued during the year was £127.4 million, compared with £86.3 million in 1966. In the last quarter of 1967 the £19.6 million of policies issued included sugar mills (£6.3 million), aircraft components (£3.4 million), a ship refit (£1.3 million) and a water distillation plant (£1.0 million).

The number of Comprehensive bank guarantees current increased during the quarter by 86 to 739, and 80 Specific bank guarantees were issued during the quarter.

Formal quarterly statement

The number of Comprehensive policies current (under Section 1 of the Export Guarantees Act) at the end of the fourth quarter of 1967 was 10,001. This compared with 9,860 at the beginning of the quarter and 9,009 at the end of the corresponding quarter last year.

The face value of Comprehensive policies current at the end of the quarter was £2,062.7 million, compared with £2,011.0 million at the beginning of the quarter, and £1,891.8 million at the end of the corresponding quarter last year.

New Specific policies (covering individual contracts) to a face value of £19.6 million were issued during the quarter. Taking these together with new contracts involving more than six months credit declared under Comprehensive policies, the total of new business insured during the quarter on terms exceeding six months credit was £55.9 million, compared with the quarterly average over the previous 12 months of £78.9 million.

The combined value of all Comprehensive and Specific insured business (excluding services) declared as shipped during the quarter amounted to £375.0 million, compared with £409.0 million in the previous quarter and £383.8 million in the corresponding quarter last year.

The number of Comprehensive bank guarantees (under Section 1 of the Act) current at the end of the quarter was 739, compared with 653 at the beginning of the quarter and 378 at the end of the corresponding quarter last year. Eighty new Specific bank guarantees were issued under Section 1 during the quarter.

Statutory return

During the quarter ended December 31, 1967, the department assumed liability:

(a) Under Section 1 of the Export Guarantees Act, 1949-1967 up to a maximum of £137,793,835 in respect of guarantees amounting to £226,908,515.

(b) Under Section 2 of the Export Guarantees Act, 1949-1967 up to a maximum of £83,777,663 in respect of guarantees amounting to £89,876,786.

Cable and Wireless contracts for Hong Kong and Bahrain earth stations

THE FIRST TWO satellite earth stations for public service to be owned and operated by Cable and Wireless Ltd., will be operational in May 1969. This was announced in London recently by Col. Donald McMillan, chairman of Cable and Wireless Ltd.

Col. McMillan also announced that contracts are being placed with the Marconi Company Ltd. for the supply and construction of these two stations which are to be sited at Bahrain and Hong Kong. The value of the basic contracts, covering the aerial structures and associated power and electronic equipment is £2,115,000. The total expenditure by Cable and Wireless Ltd. in bringing space communications into service in Bahrain and Hong Kong is expected to amount to some £3.5 million which includes requirements for additional services.

Joshua Bigwood & Son Limited of Wolverhampton has won a £250,000 order for a complete car radiator factory to be built in Rumania. Seen here examining a machine which is similar to those to be supplied are (left) Mr. Eric Bromage, technical director of Bigwood's radiator division and Mr. Roy Bates, the company's managing director who secured the contract.

British Commercial Representatives Overseas: amendments

THE LIST of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on December 8, 1967, should be amended as follows:

COLOMBIA – *Amend* telephone number to '34-90-80'.

GERMANY – Frankfurt: *Amend* telephone number to '770901-5'.

GREECE – Salonika: *Amend* telephone number to '78003'.

INDIA – Madras: *Amend* PO Box number to '3710'.

ITALY – Genoa: *Amend* address of Consulate-General to 'Via XII Ottobre 2 (13 Piano), I 16121 Genoa'.

PAKISTAN – Karachi: *Amend* telephone number to '230921 (10 lines)'.

PHILIPPINES – *Amend* address of British Embassy to '9th Floor L. & S. Building, 1414 Roxas Boulevard, Manila'.

ZAMBIA – *Amend* telephone number to '51122'.

ECGD's Liverpool office moves

THE LIVERPOOL office of the Export Credits Guarantee Department has moved to Old Hall Street, Liverpool 3. The telephone number is Central 5756 (STD dialling code 051-236 5756) and the telex number 62537.

The local manager, Mr. J. K. Sedman, has seen the amount of business handled by his office increase in the last three and a half years from £41 million annually to £70 million (the total face value of policies held by 317 exporters in the Liverpool area). He expects a substantial increase in business in the coming year as exporters encounter the opportunities and attendant problems of devaluation.

(The full list of ECGD's local offices appears on page 402 of this issue.)

British exports to Colombia

A THIRD CREDIT AGREEMENT has been signed between the Bank of London and South America and the Banco de la República of Colombia, providing credit facilities for purchases by Colombian importers of capital and semi-capital goods for a value of £2½ million from the United Kingdom, to be shipped before December 31, 1968.

With the two previous agreements between BOLSA and Banco de la República signed in 1963 and 1965 – now fully utilized – credit facilities have been made available by BOLSA for the purchase of British goods by Colombia for a total of £7½ million.

Planning for the metric changeover

SPEAKING AT A luncheon of the Metrication – Opportunities for Management conference organized by the British Institute of Management and held at the Europa Hotel, London, on January 31, Dr. Jeremy Bray, Joint Parliamentary Secretary to the Ministry of Technology, said:

'The Ministry of Technology is very much aware of the pressing need to tackle the problem of non-tariff barriers to international trade. Many of these invisible barriers arise from divergent technical requirements between the various trading nations. The Government's general objective is to work for international agreements on standard specifications and methods of certification and quality assurance, but it has been apparent for some years that this work and the alignment of British standard specifications with international recommendations has been greatly impeded, if not prevented, by the continued use of the British Imperial system of weights and measures. In or out of the Common Market there is no doubt that we have been warmly welcomed into the "metric club" and we shall now be in a better position than before to influence the work in the various international standards fora.

'The Government's role is one of encouragement, assistance and co-operation. As the initiative for the change came from industry itself there is no question of compulsion being necessary, or indeed desirable, although the "force of circumstances" is bound to operate and those firms who, in these particular circumstances, can see no commercial advantage in making the change will inevitably get caught up in the metric tide and will eventually find that old Imperial sized material etc. will be at a premium or on extended delivery or both.

'Timing is of the essence but all planning is proceeding on the basis of industry setting its own pace. This is inevitable as the many factors involved in making the change are only known to the many industrial firms that make up the industrial complex. Full consultation between the various sectors of industry and all those associations and bodies connected with industry is essential in formulating a time-table, or time-tables, for the change. The British Standards Institution is the only body which can carry out this enormous task of fitting together the broad time scales best suited to broad industrial sectors, many of which, of course, use common components. We give BSI a special grant to help finance the extra staff needed, and it is encouraging to learn that the planning for the engineering industry in general is well advanced.

'We expect the emphasis in teaching in primary and secondary schools to have changed from Imperial to metric by 1971. The general engineering programmes referred to previously are needed before formal recommendations on this timing can go to the Education Authorities.'

The decision to 'go metric' was originally taken by the Government in 1965. The first speaker at British Institute of Management's meeting was Col. J. S. Vickers, British Standards Institution's officer in charge of the general change to the metric system. The following is taken from his speech on 'The need to go metric and the opportunity to standardize and reduce variety':

'More than half the food we eat, and considerably more than half the raw materials which our industries consume, is imported. It follows that for a balanced economy, a considerable proportion of our industrial output must be exported. Some 55 per cent of our exports go to countries who use the metric system. At present about 85 per cent of the world's population live in countries where the metric system is used and the trend is clearly for international adoption of the metric system. We already know that South Africa, Kenya, Uganda and Tanzania have decided to go metric. A recommendation that Australia should make the change is to be put before the Australian Senate next year, and there is little doubt of its acceptance. New Zealand will undoubtedly keep in step with Australia. There are daily increasing indications that the United States is giving very serious consideration to the matter. BSI has had many letters from American correspondents who "regard the change as inevitable for the United States" and who wish to profit from our experiences. We have lately had visits from Americans "whose next major project is to be executed in the metric system" and who have been sent to Europe by their principals to acquire "know-how".

'We thus have a situation where even today the majority of customers for our all-important exports are "metric" and it can be confidently predicted that the proportion of metric customers will increase until eventually the whole world will be metric.

The remaining consignment of over 90 pneumatic disc brake caliper assemblies being stacked for despatch to South Africa at the factory of Twiflex Couplings Limited. The first consignment was shipped in December on the 'SA Letaba' from The Royal Albert Docks. In addition to heavy home market sales for use in a wide range of industries from textile manufacture to steel mills, Twiflex has been giving increasing emphasis on export. In the last four years direct exports have increased to over 40 per cent of total sales.

'The long-term necessity to change is thus quite clear but it is worth examining the case for our effecting this change as rapidly as is consistent with reasonable economy.

'In our present circumstances, the majority of our export customers being metric imposes on us the need to work in two systems of measurement.

'In some instances inquiries from overseas stipulate that the product concerned shall be executed in the metric system. In all such cases the manufacturer is faced with two expensive alternatives – (a) he designs in metric terms and accurately converts all figures and quantities to the imperial system for execution in imperial terms. This is an awkward method, fraught with the possibility of error, and in any case demanding the use of some metric tools – (b) he provides himself with the necessary tools and measuring equipment for execution of his metric design in metric terms. Depending on the frequency of such orders, the cost of metric tools and measuring equipment may loom large in the costing of the product and make its price non-competitive or its profit margin uneconomically low.

'In all too many such instances, moreover, it has been found necessary to import a proportion of metric materials and components which are not readily available here.

'In other cases, not the subject of specific inquiry from overseas, manufacturers have themselves decided that their products would only be acceptable, or at any rate would be more readily saleable, in metric countries if they were designed and made in metric terms. But it follows that if the nature of the product is such that its saleability in metric countries depends on its being made in metric terms, then for the home market it must be made in imperial terms.

'Thus such a manufacturer is faced with duplication of design and manufacture to the detriment of his cost-competitiveness.'

Other speakers at the conference were Mr. F. P. Liebert and Mr. G. E. Dodd, company controller of Inspection and Standards, and manager of Central Standards department, respectively, of English Electric Company Limited, who spoke on 'Implementation of Metrication'; Mr. E. F. L. Brech and Miss Rosemary Part, chief executive, and training adviser (metrication), respectively, of Construction Industry Training Board spoke on 'The approach to metrication by the construction industry'; finally, Mr. C. G. Monk, managing director of Learning Systems, Limited, gave a talk on 'Analysis of the Training Problem'.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 23, 1968.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	3-(2-Chloroethoxy)-9α-fluoro-11β, 21-dihydroxy-20-oxo-16α, 17α-*iso*propylidenedioxy-pregna-3, 5-diene-6-carbaldehyde 21-acetate	Fluoroformylon . .	December 31, 1968	13098
29.22	*N*-2-Amino-3, 5-dibromobenzyl-*N*-cyclohexylmethylammonium chloride	N-Cyclohexyl-N-methyl-(2-amino-3, 5-dibromobenzyl)-ammonium-chloride	December 31, 1968	13125
29.23	4-Aminophenol . .	p-Aminophenol . .	December 31, 1968	1797
29.27	Methacrylonitrile . .	As in previous column .	December 31, 1968	13126

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Drawback applications on certain imported woods used in furniture for export

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on:

Imported goods

Plywood, blockboard, laminboard and battenboard, excluding veneered panels and sheets,

Exported goods

Furniture.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, 1 Victoria Street, London, S.W.1, not later than March 1, 1968.

Town Centre Properties and Star Explorations report

THE REPORT of the inspectors appointed by the Board of Trade under Section 165 of the Companies Act, 1948, to investigate the affairs of Town Centre Properties Ltd. and Star Explorations Ltd. was published on February 1. Copies of the report are available, price 6s. 3d., from HMSO, 49 High Holborn, London, W.C.1, and branches (by post 6s. 9d. from HMSO, PO Box 569, London, S.E.1).

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications (*with drawings*), Reports of Patent, Design and Trade Mark Cases, *and* 50-*year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 *Southampton Buildings, London, W.C.*2.

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

Representatives from industrial companies, and public relations firms which handle industrial accounts, paid a visit to the Central Office of Information on January 30 *to learn of the services in all the publicity media which the department can provide for the exporter. The visitors were introduced to the work of the COI by Mr. Donald Kerr, the Controller (Overseas), and later took part in discussions with members of Overseas Press Services, Photographs, Radio, Films and Television, Exhibitions, Publications and Tours and Production Service Divisions. The party included: Mr. R. R. Heller and Mr. J. P. Wood (Redland Overseas Ltd., Reigate), Mr. P. L. Evers (John Thompson Ltd., Wolverhampton), Mr. M. V. Quartly (Metering Pumps Ltd.), Mr. Malcolm Gordon (New Zealand Shipping Co., London), Mr. Brian Jenkins (Wade (Ireland) Ltd.), Mr. Peter Varley (Tube Investments Ltd., London), Mr. G. B. Rigby (Pressplan Public Relations, London), Mr. P. Houman (Marconi Ltd., Chelmsford), Mr. F. M. G. Coupe (Cape Insulation Ltd., London), Mr. E. H. Woodcock (Peter Brotherhood Ltd., Peterborough), Mr. J. Moy (senior lecturer Thurrock Technical College), Mr. M. S. Binns (John Haggas Ltd., Keighley), Mr. A. Greatorex (Mirrlees National Ltd., Stockport), Mr. B. G. Algar (General Engineering Co. Ltd., Radcliffe), Mr. P. J. Kennett (Reuters Economic Services, London), Mr. Ian Farquharson (Cunard Steamship Co. Ltd., London), and Mr. Derek Lamb (British Petroleum Co. Ltd., London). The picture shows the visitors with Mr. Kerr at the COI's headquarters at Hercules Road, London, S.E.*1.

Changes in export licensing control

THE BOARD OF TRADE announce certain changes in export licensing control. Effect is given to these changes in the Export of Goods (Control) (Amendment) Order 1968, which will come into force on February 20.

The Order amends the control position as follows:

1. Export control is removed (except for exports to Southern Rhodesia) from mechanical presses for the working of ceramics and metals, and is reduced in respect of ball and roller bearings and certain machines for manufacturing multipair cable.
2. Control is imposed on the export of certain isostatic presses for metal working and on wind tunnels for aeronautical purposes to countries other than Commonwealth countries (except Southern Rhodesia), the Irish Republic, the Republic of South Africa and the United States of America.
3. The heading relating to nuclear reactors and associated equipment has been re-defined.

Copies of the Export of Goods (Control) (Amendment) Order 1968 (S.I. 1968 No. 132) can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches (price 8d. each, by post 11d. from HMSO, PO Box 569, London, S.E.1).

Inquiries (other than press inquiries) about these changes should be addressed to the Export Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following three proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) The acquisition of 40 per cent of the issued Ordinary Capital of West Riding Worsted & Woollen Mills Ltd. by Coats Patons Ltd.

(2) English China Clays Ltd. and Pike Bros., Fayle Ltd.

(3) Schweppes Ltd. and Typhoo Tea (Holdings) Ltd.

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during January in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Additions

N. J. E. Young (Stock Market Analysts), 2 Heath Mansions, Rusholme Road, London, S.W.15.

Surinvest Ltd., Tenth Floor, Lee House, London Wall, London, E.C.2.

Change of Address

London & County Securities Limited, 9 Basinghall Street, London, E.C.2.

Exempted Dealers

Changes of Address

Eagle Star Insurance Company Limited, 1 Threadneedle Street, London, E.C.2.

Economic Insurance Company Limited, Lloyd's Building, 19 Leadenhall Street, London, E.C.3.

Fanti Consolidated Investment Company Limited, 56 Gresham Street, London, E.C.2.

The Merchants' Marine Insurance Company Limited, 4 Fenchurch Avenue, London, E.C.3.

The Association of New York Stock Exchange Member Firms having representation in the United Kingdom

Deletion

Coggeshall & Hicks, 4/5 Copthall Court, London, E.C.2.

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Patents endorsed 'Licences of Right'

THE FOLLOWING Patents were endorsed 'Licences of Right' by proceedings under Section 35 of the Patents Act, 1949 on the dates specified below:

NUMBER	GRANTEE	SUBJECT-MATTER
	January 3, 1968	
826,603	Krenezer, Edward	Improved toilet pan for water closets, urinals and like installations.
942,954	Commissariat a l'Energie Atomique	High activity cells.
972,686	Commissariat a l'Energie Atomique	A process for producing a sintered metallic article.
972,928	Commissariat a l'Energie Atomique	Detachable electric connecting device.
973,092	The Carborundum Company	Zirconium boride-silicide bodies and methods of making same.
974,623	Commissariat a l'Energie Atomique	Tertiary amines.
974,807	Commissariat a l'Energie Atomique	Refractory products.
975,185	Commissariat a l'Energie Atomique	Permeable membranes.
975,742	Commissariat a l'Energie Atomique	Nuclear reactor control.
976,113	Commissariat a l'Energie Atomique	Method and device for pumping a gas by the interaction of electric and magnetic fields.
978,449	Commissariat a l'Energie Atomique	Low-content uranium alloys.
979,546	Commissariat a l'Energie Atomique	Rare earth manganite mono-crystals.
979,844	Commissariat a l'Energie Atomique	Silicon semi-conductors.
984,507	Commissariat a l'Energie Atomique	A system for remotely positioning a movable member.
992,257	The Carborundum Company	Improved refractory silicon carbide articles.
	January 4, 1968	
909,138	Gratzmuller, Jean Louis	Improvements in electromagnetic control devices.
915,432	Gratzmuller, Jean Louis	Valve controlled fluid-flow conduits.
920,715	Societe Nex	Improvements in blast furnace practice.
921,869	Gratzmuller, Jean Louis	Transmission gearing.
926,005	Gratzmuller, Jean Louis	Improvements in electrical make-and-break switches.
927,998	Gratzmuller, Jean Louis	Hydraulic actuator systems and control thereof.
953,575	Gratzmuller, Jean Louis	Supporting column for electrical equipment.
971,141	Commissariat a l'Energie Atomique	Improvements in apparatus for observing objects disposed in fluid-tight chambers.
976,045	Commissariat a l'Energie Atomique	Improvement in means for observing specimens contained in a fluid-tight chamber.
979,802	Commissariat a l'Energie Atomique	Keyed oscillator.
982,763	Commissariat a l'Energie Atomique	Improvements applied to means for continuously sorting radioactive elements.
1,055,771	Naber, Conrad	Rotable see-saw.
	January 5, 1968	
969,780	Commissariat a l'Energie Atomique	Fluid thrust bearings.
969,984	Commissariat a l'Energie Atomique	Improvements in moderator stacks for nuclear reactors.
970,687	Commissariat a l'Energie Atomique	Improvements in fuel elements for nuclear reactors.
971,462	Ateliers des Charmilles, S.A.	A process of electrolytic machining.
971,930	Commissariat a l'Energie Atomique	Nuclear fuel elements.
972,192	Commissariat a l'Energie Atomique	Irradiation capsules.
973,158	Commissariat a l'Energie Atomique	Controlling device for control and safety rods for nuclear reactors.
973,176	Commissariat a l'Energie Atomique	Valve operating mechanisms.
974,976	Commissariat a l'Energie Atomique	Gas bearings.
977,293	Commissariat a l'Energie Atomique	Sealing system for the charge/discharge machine of a nuclear reactor.
980,298	Commissariat a l'Energie Atomique	Fuel elements for nuclear reactors.
1,043,782	Commissariat a l'Energie Atomique	Fuel elements for nuclear reactors.
	January 9, 1968	
B 1,034,133	Philco-Ford Corporation	Position control apparatus.
	January 10, 1968	
804,349	Continental Oil Company	Alkaryl sulphonates.
892,763	Maschinenfabrik Wiesbaden Gesellschaft mit beschraenkter Haftung.	Lighting electrician's bridge.
919,078	Bridgestone Tire Kabushiki Kaisha	Method and apparatus for manufacturing pneumatic tyres.
966,073	Maschinenfabrik Wiesbaden Gesellschaft mit beschraenkter Haftung.	Lighting electrician's bridge.
1,073,374	Westinghouse Brake and Signal Company Ltd.	Improvements relating to sawtooth generating circuits.
	January 15, 1968	
864,361	*Gratzmuller* Jean Louis	Hydraulic power system.
952,791	Commissariat a l'Energie Atomique	A process for the enrichment of ammonia in deuterium.
952,335	Commissariat a l'Energie Atomique	Process for the production of deuterium enriched ammonia.
960,030	A/S DUMEX (Dumex Ltd.)	Parentally administrable preparations having a protracted vitamin B_{12} effect
971,951	A/S DUMEX (Dumex Ltd.)	Novel iminodibenzyl compound
984,076	Houilleres de Bassin de Nord et due Pas-de-Calais	Process of stabilizing polyoxymethylene.
984,879	Houilleres de Bassin de Nord et due Pas-de-Calais	Preparation of modified polyoxymethylene.
989,008	Jaz S.A.	A time-regulated control device for an alarm clock.
991,046	Plibrico Company Limited	Apparatus for applying refractory material to structures.
1,015,346	Pasquale Camillo and Pasquale Albina.	Hopper for storing and delivering asbestos fibres.
1,051,356	Pasquale Camillo and Pasquale Albina	Apparatus for supplying slurry to cylinder vats of cylinder-type paper-making machines.
1,053,043	Gevaert Photo-Producten N.V.	Improved photographic material.
1,053,496	Pasquale Camillo and Pasquale Albina	Water circulating apparatus in a cylinder-type machine for manufacturing asbestos-cement articles.
1,053,512	Gevaert Photo-Producten N.V.	A method and apparatus for packaging sheets.
1,057,943	Pasquale Camillo and Pasquale Albina	Apparatus for automatically processing and selecting asbestos fibres.
1,061,008	Pasquale Camillo and Pasquale Albina	Apparatus for opening asbestos into elementary fibres.
1,062,036	Pasquale Camillo and Pasquale Albina	Apparatus for dry mixing asbestos fibres.
1,056,331	Rotta Research Laboratorium	Process for preparing glucosamine salts.
	January 16, 1968	
B 1,055,711	Gevaert Photo-Producten N.V.	Lithographic printing plates.
	January 17, 1968	
923,865	UCB (Union Chimique-Chemische Bedrijven) S.A.	Pickling inhibitor compositions.
925,369	Towler, Clifford Owen	Power transmission mechanism.
968,142	UCB (Union Chimique-Chemische Bedrijven) S.A.	Process for the liberation and extraction of amines.
972,403	UCB (Union Chimique-Chemische Bedrijven) S.A.	Preparation of unsaturated aliphatic aldehydes.
974,558	Pasquale, Camillo, and Pasquale, Albina	Apparatus for preparing a water-asbestos-cement slurry in the desired proportions and delivering the slurry to the utilizing apparatus.
999,629	UCB (Union Chimique-Chemische Bedrijven) S.A.	New oxidation catalysts.
1,007,353	UCB (Union Chimique-Chemische Bedrijven) S.A.	Process and catalysts for the production of unsaturated aliphatic carboxylic acids.
1,019,372	UCB (Union Chimique-Chemische Bedrijven) S.A.	Process for the production of acrylonitrile.
1,028,202	UCB (Union Chimique-Chemische Bedrijven) S.A.	Process for the manufacture of ammonium nitrate.
1,041,934	UCB (Union Chimique-Chemische Bedrijven) S.A.	Improvements in or relating to soaps.
1,058,113	UCB (Union Chimique-Chemische Bedrijven) S.A.	Thermosetting resinous compositions.
1,060,256	UCB (Union Chimique-Chemische Bedrijven) S.A.	Process for the production of choline chloride.
1,061,876	UCB (Union Chimique-Chemische Bedrijven) S.A.	Compositions for heat-sealing polypropylene and shaped articles made from polypropylene.
	January 18, 1968	
823,191	Rhone-Poulenc S.A.	New phenthiazine derivatives and processes for their preparation.
969,251	Rhone-Poulenc S.A.	Phenthiazine derivatives.
739,930	Gratzmuller, Jean Louis	Non-return ball valve for reciprocating hydraulic pumps.
747,284	Gratzmuller, Jean Louis	Flow-rate responsive switching-valve for hydraulic circuits.
755,096	Gratzmuller, Jean Louis	Remotely-controlled evaluating device for hydraulic jack.
760,146	Gratzmuller, Jean Louis	Electric circuit breaker.
762,290	Gratzmuller, Jean Louis	Improvements in reciprocating hydraulic pumps.
762,291	Gratzmuller, Jean Louis	Improvements in reciprocating hydraulic pump installations.
762,292	Gratzmuller, Jean Louis	Improvements in driving connections between crank or eccentric-shaft and a reciprocatory member.
762,293	Gratzmuller, Jean Louis	Shaft and bearing assemblies especially for reciprocating machines.
762,350	Gratzmuller, Jean Louis	Improvements in reciprocating hydraulic pumps including a feed-regulator.
797,466	Gratzmuller, Jean Louis	Hydraulic jack installations.
801,915	Gratzmuller, Jean Louis	Improvements in control valve devices for connecting two or more hydraulic actuators to a common continuous feed.
806,398	Gratzmuller, Jean Louis	Duplex hydraulic jack systems.
831,888	Gratzmuller, Jean Louis	Electro-hydraulic apparatus for controlling hydraulic actuators more especially for operating section switches.
850,620	Gratzmuller, Jean Louis	Improvements in hydraulic motors for imparting to and fro rotary movements.
877,953	Gratzmuller, Jean Louis	Improvements in control systems for hydraulic actuators.
943,509	Gratzmuller, Jean Louis	Improvements relating to pressure-reducing valve devices.
	January 19, 1968	
908,779	Agfa Aktiengesellschaft	Photo-conductive layers for use in electrophotography.
970,994	Commissariat a l'Energie Atomique	Manufacture of uranium fluoride.
987,767	Agfa Aktiengesellschaft	An electrophotographic duplicating process.
971,294	Brown, Boveri & Co. Limited	Gasblast circuit-breaker with one or more interruption points.
971,861	Brown, Boveri & Co. Limited	Electrical bushing.
977,537	Commissariat a l'Energie Atomique	Nuclear reactors.
980,430	Commissariat a l'Energie Atomique	Improvenmet in systems for purifying a gas or a gaseous mixture by reversible absorption.
993,829	Graetz, Walter	Apparatus for determining the breaking strength of suddenly breaking test samples, for example of cement or the like.
1,032,583	Le Foyer et Cie.	A device for coupling a male element and a tubular element and in particular a penholder and a cap.
1,060,572	Gevaert Photo-Producten N.V.	Apparatus for conveying and separating mutually adhering sheets.

NUMBER	GRANTEE	SUBJECT-MATTER
	January 22, 1968	
764,444	Midland Silicones Limited	Organic peroxide dispersions particularly for use as vulcanization agents for silicone rubber.
802,733	Eastern Industries Incorporated	Apparatus for detecting and measuring the speed of moving objects by means of radio waves.
1,046,362	Charriere, Renee Therese	A process for the pigmenting of prepolymers of polyurethanes.
	January 24, 1968	
970,104	Commissariat a l'Energie Atomique	Specimen-holder for X-ray diffraction chambers.
970,435	Commissariat a l'Energie Atomique	Aerodynamic bearings.
977,020	Commissariat a l'Energie Atomique	Moderator structures for nuclear reactors.
978,159	Commissariat a l'Energie Atomique	Solid moderator stack for nuclear reactors.
1,021,925	Philco Ford Corporation	Transistor deflection circuits for cathode ray tube apparatus.
1,026,553	Philco-Ford Corporation	Electrical systems.
	January 26, 1968	
882,204	Krauss-Maffei Aktiengesellschaft	Discontinuously operating mixing and masticating apparatus for rubber and plastic compositions.
895,581	Hans Lerchenmuller	Improvements in centrifuges.
975,932	Gevaert Photo-Producten N.V.	The production of colour photographic images.
993,749	Gevaert Photo-Producten N.V.	Production of colour photographic images.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.

Proceedings Under Section 36 of the Patents Act, 1949

NOTICE IS HEREBY given that the endorsement 'Licences of Right' upon the undermentioned Patent was cancelled on January 25, 1968.

NUMBER	GRANTEE	SUBJECT-MATTER
900,960	Houilleres du Bassin du Nord et du Pas-de-Calais.	Production of light structural members.

GORDON GRANT,
Comptroller,

The Patent Office.

Advanced Industrial Instrumentation Project

MR. ANTHONY WEDGWOOD BENN, the Minister of Technology, announced, in a written reply to a parliamentary question on February 1, the setting up of an Advanced Industrial Instrumentation Project. The Project will foster the development and use of advanced industrial instruments and should assist process industries to improve productivity and help instrument manufacturers to develop industrial instruments which should be successful in the home and export markets.

Mr. Benn said: 'My Department will be prepared to provide up to £250,000 a year for three years to be spent in sharing with industry the finance required for transforming promising new concepts into working equipment. There will be arrangements for the recovery from sales of my Department's investment.'

£1·5 million IRC loan to Reed Paper Group

THE Industrial Reorganization Corporation have announced a loan of £1½ million to the Reed Paper Group towards the financing of two de-inking plants in Kent at Aylesford Mills and Imperial Mills. The de-inking process produces a pulp from old newspapers and magazines which is a direct substitute for wood pulp – thus saving imports.

THE UNION DISCOUNT COMPANY OF LONDON, LIMITED

ERIC O. FAULKNER, M.B.E. (Chairman)
MARK R. NORMAN, O.B.E. (Deputy Chairman)
The Hon. Sir GEOFFREY C. GIBBS, K.C.M.G.
GERALD J. A. JAMIESON
DAVID JOHN ROBARTS
The Hon. DAVID J. SMITH, C.B.E.
JOHN THOMSON

STATEMENT OF ACCOUNTS AT 31st DECEMBER, 1967

LIABILITIES	£	£
CAPITAL (in £1 Units of Stock)		
Authorised		10,000,000
Issued		7,500,000
RESERVE		4,000,000
		11,500,000
PROFIT AND LOSS: Balance carried forward		1,176,140
		12,676,140
LOANS secured on Assets of the Company	361,360,494	
DEPOSITS, OTHER LIABILITIES AND RESERVE FOR CONTINGENCIES	18,372,940	
DEPOSITS BY SUBSIDIARIES	108,107	
PROPOSED FINAL DIVIDENDS	656,250	
		380,489,791
		£393,165,931

NOTES:
(1) There is a contingent liability in respect of Bills Re-discounted (excluding Treasury Bills) of £20,319,400 (1966—£31,990,926).
(2) The amount now recoverable in respect of income tax suffered in excess of taxation upon profits to date has been included in Loans and Amounts Receivable.

CURRENT ASSETS	£	£
CASH AT BANKERS AND IN HAND		5,334,119
BILLS DISCOUNTED less rebate and reserve:		
British Government Treasury Bills	139,478,209	
Commercial and Other Bills	74,624,184	
		214,102,393
SECURITIES at less than Market Value:		
British Government, Corporation, County and Public Board, Local Authority Bonds and Commonwealth Government	148,653,488	
Unquoted:		
British Corporation, County and Public Board Mortgages and Local Authority Bonds	10,768,773	
		159,422,261
OTHER QUOTED INVESTMENTS at less than Market Value		1,143,298
LOANS AND AMOUNTS RECEIVABLE		12,913,753
		392,915,824
FIXED ASSETS		
SHARES IN SUBSIDIARIES at cost The net assets of Subsidiaries are represented by Deposits with the Company (per contra).		108,107
FREEHOLD PREMISES, including Furniture and Fittings, at cost less amounts written off		150,000
		£393,165,931

39, CORNHILL, LONDON, E.C.3.

Aviation and Shipping

Inquiry into deep-sea trawling safety

MR. J. P. W. MALLALIEU, Minister of State, Board of Trade, was asked in Parliament on February 6 when he expected that his departmental inquiry into safety at sea in the fishing industry would produce its report.

He answered: 'It is as yet too soon to say when the report of the Board of Trade's Working Group on the Safety of Fishermen will be ready. However, in view of the disasters of the past weeks, I have decided to appoint an independent inquiry to examine urgently the safety in all its aspects of deep-sea trawling and to make recommendations. The establishment of this inquiry will not prevent immediate action on safety wherever that seems necessary.'

Note: A third Hull trawler, the 'Ross Cleveland', was lost with 18 of her crew in an Icelandic fjord on February 5. There was only one survivor.

Representatives of union officials and trawlermen's wives presented a petition to Ministers in London on February 6 asking for assurances on safety conditions.

Launching of largest Hovercraft

CLAIMED TO BE the biggest Hovercraft in the world, the SRN 4 – capable of carrying 600 passengers, or 254 passengers and 30 cars, and destined for service with British Railways on the Dover-Boulogne crossing – was launched at Cowes, Isle of Wight, on February 4.

Launched from the slipway of the British Hovercraft Corporation's yard, the craft is four times as big as anything built before as an air-cushion transport, and is claimed to be the first for open sea operations.

The noise from the Hovercraft, which it had been thought would be a drawback to this form of travel, was not so great as many had feared once it was at sea.

By hovercraft a cross-Channel journey can be reduced to 35 minutes with a smoothness that will make sea-sickness a thing of the past. Three other similar craft are building at Cowes, of which two will be for Hoverlloyd, also on a cross-Channel ferry.

Ferry services to Rotterdam welcomed by British Ambassador

SHIPMENT by roll-on/roll-off ferry and by container was welcomed by Sir Peter Garran, British Ambassador to the Netherlands, as the solution to 'the triple transport problem' of exporting from (or importing to) Britain. Sir Peter, who was welcoming an export fact-finding visit to Rotterdam by a party of shipping and export journalists, on February 1, defined the triple operation as: by rail or road from factory to dockside, loading on board ship and loading off at the other end on to its final destination by rail or road. In the last century, said the Ambassador, we did not realize we had a problem because dock labour was cheap and time was not so pressing and so we kept on using elementary methods of getting goods on and off ships.

'Here I would mention one particular difference between ourselves and Holland as trading nations,' said Sir Peter. 'We export about 16½ per cent of our gross national product, and every single thing we export (or import) must be carried by sea, or now also by air. The Dutch export about 33 per cent of their gross national product but, depending on destination, they can despatch it in five different ways, by sea, by air, by barge, by rail or by road. If there were ever to be such a thing as a dock strike in Rotterdam, it would not be total disaster, even for trans-ocean shipments, because some at any rate of the cargoes could be shipped

Loading freight on to the North Sea Ferries vessel 'Norwind' at their Hull to Rotterdam roll-on/roll-off terminal at King George Dock, Hull.

by rail or road to Antwerp or even Le Havre, for loading there, or possibly even to Hamburg. Actually, the Dutch don't believe in strikes.'

Sir Peter continued that in the 3¾ years that he had been in the Netherlands as Ambassador he had seen something of a revolution in shipping techniques – or at any rate the beginning of a revolution. North Sea Ferries led the way with the roll-on/roll-off service from Rotterdam to Hull and the Swedish-owned Tor Lines followed with their service from Amsterdam to Immingham.

'But I said this is only the beginning,' said the Ambassador. 'The good old Hook-Harwick service is being modernized for roll-on/roll-off as is the service between Scheveningen and Great Yarmouth. Moreover, this technical revolution is being accompanied by major company reorganizations. In Britain, in Holland and other countries and internationally, companies are co-operating to set up new groups to operate the new forms of service. North Sea Ferries themselves are an example.'

The visit, organized by North Sea Ferries Ltd., was to study the transportation aspects of the development of the United Kingdom's short-haul trade with Europe. North Sea Ferries is a continental consortium of shipowners whose British members are General Steam Navigation Co. Ltd. (a member of the P and O Group) and Tyne-Tees Shipping Co. Ltd. The company operates two vessels, the 'Norwave' and the 'Norwind', both specially equipped for roll-on/roll-off ferry service.

Cunard's merchandising scheme

CUNARD'S MERCHANDISING PLAN for the QE2 (rms Queen Elizabeth 2) is flourishing and is now being expanded worldwide, says the company.

Cunard expects to gross at least £100,000 from the scheme which permits manufacturers to produce for sale articles tied to the name of the ship (or its popular pseudonym QE2). A new QE2 merchandising symbol has been approved for use on the actual goods themselves or on the labelling and packaging.

New shedding at Birkenhead for export services

A CONTRACT for the construction of two sheds giving altogether some 300,000 sq. ft. accommodation at Vittoria Dock, Birkenhead, has been awarded by the Mersey Docks and Harbour Board to Conder (Midlands) Ltd. of Burton-on-Trent. They are for a £1½ million development intended for the export services to India, Pakistan and South Africa operated by the Clan Line.

Government Publications

required by customers in the North of England may be obtained quickly from

Her Majesty's Stationery Office, Brazennose Street, Manchester, 2

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers will be found on page 376.

TUESDAY, JANUARY 30

Civil air transport inquiry

The President of the Board of Trade was asked whether he would give an undertaking that neither of the Airways Corporations would be authorized to acquire substantial holdings by investment in or takeover of British United Airways, what discussions he had had with the British Overseas Airways Corporation about proposals for a takeover by the Corporation of the whole or part of British United Airways, and what discussions he had had with British United Airways or with Air Holdings Limited about the nationalization in whole or in part, of the airline or about some other form of Government participation.

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said that as a result of formal discussion with a number of organizations in the civil air transport industry, including those mentioned, the Board of Trade became increasingly aware last year of difficulties in the industry which had now become public knowledge. These were among the reasons which led to the setting up of the inquiry into Civil Air Transport and he hoped that issues of the kind raised could now await the outcome of the work of that Committee.

WEDNESDAY, JANUARY 31

Stansted Airport runways

In the Lords, Lord Beswick was asked whether, before they decided on the realignment of the proposed runways at Stansted Airport, the Guild of Air Pilots and the British Air Line Pilots Association were consulted or given an opportunity of expressing misgivings on possible difficulties and dangers of operation from an increased liability of a cross-wind component as compared to the alignment of the runway on the original plan.

Lord Beswick replied: 'My Lords, the Government have not yet finally decided on the alignment of the runways at Stansted, and will not do so until consultations now taking place with local authorities and other bodies are concluded. The pilots' associations were not consulted before these proposals were put to the local authorities but they now have an opportunity of making their views known. The Guild of Air Pilots and Navigators are in fact now in correspondence with the President of the Board of Trade on this matter.'

Turnhouse Airport

Two questions were asked on Turnhouse Airport. One asked what was the estimated cost of equipping Turnhouse Airport with radar, to which Mallalieu replied '£150,000.' The other was on what plans he had for the development of Turnhouse Airport.

Mr. Mallalieu said: 'Current plans include the provision of a second runway and of a new terminal building and related area. The timing of these developments remains to be decided in relation generally to the need for economy in public expenditure and particularly, as regards the runway, to decisions now pending on the composition of the BEA fleet.'

Trawler 'Kingston Peridot'

Making a statement on the reported disappearance of the Kingston-upon-Hull trawler 'Kingston Peridot', Mr. Mallalieu said: 'It is with profound regret that for the second time in a week I have to tell the House that a fishing trawler has gone missing. The steam trawler "Kingston Peridot", with a crew of 18, left her home port of Hull on January 10, for the Arctic fishing grounds of North East Iceland.

'She was last contacted on January 26 off North Iceland, but when the further contact which had been expected on January 28, was not received ships in the area were immediately asked to try and make contact. When this proved fruitless an air search and shore and sea search operations were ordered on January 30, and they are continuing today. I am keeping in close touch with events and am awaiting the results of the search before considering what further action should be taken.

'Once again I offer my sympathy, and, if I may, that of the House to the families who have been subjected to this dreadful anxiety.'

Third London airport

The President was asked whether, in view of reductions in Government expenditure and United States restrictions on foreign travel, he would reconsider the urgency of the need for a third London airport.

Mr. Mallalieu replied: 'It is too early to judge how the factors mentioned by the Hon. Member may affect the timing of the need for a third London airport but they are not likely to make any significant difference to it.'

Abbotsinch Airport

Asked what was the cost of equipping Abbotsinch Airport with radar and why the airport was closed when the radar failed there recently, Mr. Mallalieu replied:

'There has been no radar failure at Abbotsinch nor has the airport been closed recently. Diversion of certain aircraft to Prestwick took place on January 19, in conditions of low visibility but this was because the Instrument Landing System, which would normally have made the diversion unnecessary, was out of action because of gale damage.'

It would cost £140,000 to equip the airport with radar.

THURSDAY, FEBRUARY 1

Airport landings

The President was asked if he would give the number of landings at the three airports now in the hands of the Airports Authority, and the number of staff employed at those airports in 1955, 1961 and 1967, respectively.

Mr. Mallalieu replied: 'Aircraft landings and staff complements at the four airports of the British Airports Authority were: –

	Aircraft Landings			Complement at December 1		
	1955	1961	1967 (provisional)	1955	1961	1967*
Heathrow	59,788	78,758	118,230	1,893	2,160	2,864
Gatwick	6,276	22,257	35,259	35	430	596
Stansted	5,758	14,263	16,492	106	129	293
Prestwick	13,486	12,752	9,801	477	636	700

*Includes staff complements of the British Airports Authority and the Controllerate of National Air Traffic Control Services of the Board of Trade.

FRIDAY, FEBRUARY 2

Trawler radio communications

Asked to make a statement on radio communications between deep-sea fishing vessels and base, Mr. Mallalieu said: 'Fishing vessels over 140 feet in length must carry radio telegraphy or radio telephony apparatus complying with requirements laid down by statute. Vessels over 60 feet in length must carry portable radio apparatus for use in survival craft and capable of transmitting on a marine distress frequency. In addition to meeting the statutory requirements, many fishing vessels voluntarily carry additional radio apparatus.

'It is normal practice for deep-sea fishing vessels to communicate by means of radio with a shore base at least once every 48 hours, and more usually every 24 hours. This is a voluntary arrangement recommended to the fishing industry by my predecessor. I am looking into the possibility of improving the arrangement, particularly on the action to be taken when a radio message from a fishing vessel is overdue.'

MONDAY, FEBRUARY 5

Argonaut aircraft

The President was asked what recent investigations had been carried out at the Royal Aircraft Establishment, Farnborough, or elsewhere at the request of the Air Registration Board into the airworthiness of Argonaut aircraft, at what cost and with what result.

Mr. Mallalieu replied: 'None Sir. Tests on an Argonaut aircraft are being conducted, at the Aeroplane and Armament Experimental Establishment at Boscombe Down and components are being investigated at the Royal Aircraft Establishment, Farnborough, in connection with an engineering appraisal of the fuel system which is being made at the direction of the Court of the Public Inquiry into the Stockport accident. The investigations are not yet completed and the cost is not yet known'.

Trawler losses

Two questions were asked inquiring whether it had now been decided to set up the special inquiries into the loss of the Hull trawlers 'St. Romanus' and 'Kingston Peridot'; and when he expected they will make a report, and if he would give further details of the period of time between the last communication received from the 'Kingston Peridot' and the setting up of the search.

Mr. Mallalieu said: 'With deep regret, I now have to presume that the overdue trawlers "St. Romanus" and "Kingston Peridot" are lost. I have today ordered preliminary inquiries into both casualties. The preliminary inquiries will be followed by formal investigations. I take this opportunity to convey my sympathies to the relatives of those who were lost.

'As regards the time scale between the "Kingston Peridot's" last communication and the setting up of the search, there appears to be some conflict of information. Such questions will be looked into during the investigations'.

(*Continued on next page*)

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

MONDAY, JANUARY 29

American investment in British industry

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, spoke in the adjournment debate on American investment in British industry (*Hansard*, cols. 1051-1060).

Loans to Alcan Ltd.

A member asked for details of all loans that HM Government had made to Alcan Limited, together with any reciprocal obligations upon the company. In reply Mr. George Darling, Minister of State, said that the Government had lent Alcan about $120 million (Canadian) between 1940 and 1954, to enable the company to expand its capacity for producing aliminium in return for first call rights on certain tonnages. The loans were repayable in 1971 and 1974.

WEDNESDAY, JANUARY 31

Export rebates

The following resolution on export rebates, introduced by Mr. Harold Lever, Financial Secretary to the Treasury, was approved. That it is expedient—

(*a*) to terminate export rebates, and to make further provision as respects cases in which export rebates remain payable,

(*b*) to enable the Treasury by order to reintroduce export rebates either generally, or in respect of goods consigned to or exported for use in specified countries or territories, or by reference to specified kinds of transactions, and to vary or revoke any such order,

(*c*) to prescribe the matters which may be dealt with by any such Treasury order, but that, subject to paragraph (*b*) above, any provision about export rebates must apply in the same way to all descriptions of goods.

Mr. Lever added: 'A new Bill will be introduced and the effect of the Bill will be that the export rebate will be ended on March 31 next with protection for those exporters who had contracts agreed before devaluation, but the Bill will also contain provisions—this is the point of difference from the previous Resolution and Bill—for the reintroduction of the export rebate by Treasury Order.

False labelling of goods

The President was asked if he would take steps to prevent misleading labelling of goods as to country of manufacture so that goods made in Scotland, England and Wales, respectively, were clearly labelled accordingly. In reply Mr. Darling said it was an offence to mark goods with any false or misleading indication as to the place or country in which they were made or produced. There was nothing to prevent manufacturers in these countries from marking their products with the country of origin.

United Kingdom and Commonwealth preference

Asked for details, as far as possible, of the value of Commonwealth preference received by and given to this country on its trade in the earliest year or period of years following the end of the last war and in the latest year or period of years to date, Mrs. Dunwoody said that evaluations of preferences were difficult, but articles in the *Board of Trade Journal* of June 11 and December 31, 1965 compared estimates of the average incidence of preference on the trade both ways in 1961/62 with the results of an earlier study for 1948.

United Kingdom and sterling area trade

Mr. Darling in reply to a Member who asked for the publication of a table showing United Kingdom exports to the overseas sterling areas as a percentage of the total overseas sterling area imports and United Kingdom imports from the overseas sterling area as a percentage of total United Kingdom imports, respectively, for each of the years 1946 and 1956, said: 'In 1956 imports into the Overseas Sterling Area, as then composed, from the United Kingdom were 32 per cent of the Area's total imports; imports into the United Kingdom from the Area were 32 per cent of total United Kingdom imports. On the same basis figures for 1946 were 32 per cent and 45 per cent respectively.

Investment grants

Asked if he would, as a matter of urgency, hold a further meeting with the Newspaper Society to discuss the position of the Press under the investment grants procedure, Mr. Darling said that the position had already been explained to the Newspaper Society but he was prepared to see them if this would be helpful.

Further asked whether he would take steps to initiate more selectivity in the making of investment grants and allowances to the machine tool industry, to discriminate against the import of foreign tools and their installation, he said: 'No. It would be contrary to our international obligations to discriminate against foreign tools and it would not be in the best interests of British industry to discourage it from buying the tools best suited to its purposes.'

National Exhibition Centre

In reply to a questioner who asked what progress had been made in finding a site, and establishing an exhibition centre up to international standards, near London, Mr. Darling said that Mr. Mallalieu, had been studying the problem of finding a suitable site for a National Exhibition Centre with the assistance of a committee including representatives of commerce and industrial bodies, the Greater London Council and Government Departments. 'We hope soon to be able to announce a decision on whether or not the Government feel able to go ahead with the construction of a National Exhibition Centre.'

Aviation and Shipping Parliamentary Answers, *continued*

Safety in trawlers

A number of questions were asked on safety in trawlers as follows:

A Member asked whether, in view of the apparent loss of the 'St. Romanus' and 'Kingston Peridot', the President would, before introducing his major reform of the Merchant Shipping Act, introduce specific legislation to deal with the safety and conditions of trawlermen.

Mr. Mallalieu replied: 'The revision of the Merchant Shipping Acts which is being prepared will cover Parts II and IV of the 1894 Act relating primarily to the conditions of service of merchant seamen and fishermen. I am considering separately whether new legislation relating to the safety of fishing vessels and their crews is necessary'.

Another was on whether he would publish in the Official Report the circular which his department sent out about 18 months ago requesting that trawlers should report their positions daily.

Mr. Mallalieu replied: 'Yes. The text of the letter sent by my predecessor on May 25, 1966, together with a list of the organizations to whom it was addressed is circulated in the official report'.

The President was also asked when he expected to receive a report and recommendations from the working group he established to study safety arrangements in trawlers.

Mr. Mallalieu replied: 'The Working Group which was set up on August 9, 1967, because of the widespread concern felt about the safety of trawler fishermen is studying measures to reduce the high rate of personal accidents in which these men are involved. The Group's aim is to formulate recommendations in the shape of a code of safe working practices designed to protect trawler fishermen from industrial injuries and to safeguard them in their movements about the ship. A first draft of the section of the code dealing with machinery and gear has been prepared. Consideration of this draft and work on the remaining sections covering deck, galley and fish hold operations and the important allied question of training is proceeding as quickly as possible. It is hoped that the Working Group will present its final report before the end of this year'.

On the same subject the President was asked if he would publish in the Official Report the membership of the working group he established to study safety arrangements in trawlers.

Mr. Mallalieu said: 'The working group on the safety of fishermen on trawlers includes representatives of the following bodies and organizations: The Medical Commission on Accident Prevention, The White Fish Authority, British Trawlers' Federation, Scottish Trawlers' Federation, Shipbuilders' and Repairers' National Association, Fishing vessel mutual insurance societies, Transport and General Workers' Union, Trawler Officers' Associations, Ministry of Agriculture, Fisheries and Food, Department of Agriculture and Fisheries for Scotland, Ministry of Labour Factory Inspectorate, and The Board of Trade, who also provide the chairman and secretariat.'

Fishermen's conditions of service

The President was asked how many organizations had now replied to his memorandum about revision of Part IV and other provisions of the Merchant Shipping Act dealing with the conditions of service of fishermen; and if he would list in the Official Report those organizations that have replied and those from whom he has yet to receive a reply.

Mr. Mallalieu replied: 'Replies have been received from 26 organizations in the fishing industry. Seven organizations have not replied, but in some cases their views may have been expressed in comments from related organizations. The following list indicates by asterisk the organizations from which comment has yet to be received.' (The list was published in the Official Report.)

Imports of knitwear

The President was asked if he would take steps to restrict the import of knitwear into Great Britain, in view of the need to encourage the trade of the knitwear industry. In reply Mr. Mallalieu said this was an expanding growth industry and he saw no case for protective action.

Export of Scottish goods

Asked what information was supplied to British embassies abroad regarding the potential of Scottish exportable goods, Mrs. Gwyneth Dunwoody said the Government information services supplied British missions abroad with suitable material with which to obtain publicity for the achievements and potential of British industry. Scottish products were, of course, covered by this service.

Jdcs. and factories in Scotland

In reply to a question as to how many of the 10,900 estimated jobs for men in Scotland arising from the issue of 253 industrial development certificates had already been made available, Mrs. Dunwoody said that the information was not available, but it was likely that many of the 253 projects referred to, for which industrial development certificates were issued between December 1, 1966 and November 30, 1967, had not yet been completed.

Questioned further as to how many firms had set up factories in Scotland since 1966; and how many men and women, respectively, they employed, she said that in the first six months of 1967 (the latest period for which the figures were available) 80 new projects or extensions for manufacturing industry for which industrial development certificates had been issued were completed in Scotland. They were estimated by the applicants for the certificates to provide, when fully staffed, 5,410 jobs for males and 2,970 for females.

New jobs in Hamilton and Scotland

The President was asked if he would list separately the number of new jobs made available in the constituency of Hamilton and in Scotland in each of the years 1951 to 1967, inclusive. In reply Mrs. Dunwoody said that information on the number of new jobs created in the Hamilton constituency was not available but the additional employment which applicants for industrial development certificates estimated would arise from buildings completed for manufacturing industry in Scotland and in the employment exchange areas of Hamilton, Larkhall and Blantyre, which together largely comprise the constituency, was given in a table which is published in *Hansard*. In view of the travel-to-work pattern between the constituency and East Kilbride, similar information for the latter employment exchange area is also included.

Siting of aluminium-using industries in North-east

A Member asked the President if he would give consideration to the siting of aluminium-using industries in the North-East and the Bedlington, Blyth area, in order to take full advantage of the possibilities to be created for expanding employment in the event of the siting of an aluminium smelting plant in the North-East, and if he would examine the possibilities of the immediate siting of aluminium-using industries in the North in order to take advantage of the opportunities offered by the supply of aluminium from Norway aided by the tariff-free agreements made possible by United Kingdom membership of the European Free Trade Association. In reply Mr. Darling said he would certainly consider any proposals for establishing aluminium-using industries in the North-East which firms might wish to put forward. There was, however, at present a surplus of aluminium fabricating capacity in this country.

THURSDAY, FEBRUARY 1

Consular and passport fees

The Secretary of State for Foreign Affairs was asked what arrangements had been made to amend the fees charged by consular officers abroad and by certain public officers in the United Kingdom.

Mr. Goronwy Roberts replied: 'A new Table of Fees to replace the present one which has been in force since 1959, was introduced by an Order in Council under the Consular Salaries and Fees Act, 1891, on January 26 and will take effect from February 7, 1968. I am arranging for copies of the new Fees Table to be placed in the Library of the House as soon as possible. Where it is necessary to charge a fee for services rendered to an individual by a Government official, then the fee should, as far as possible, cover the cost of that service. On this basis certain fees have been increased and others have been reduced.

'My righ hon. Friend has also decided that, as from February 7, 1968, passports should be issued for one period of ten years instead of two periods of five years as at present. Children under sixteen will still have passports issued for five years in the first instance, renewable then for a further five years without fee on production of new photographs and personal descriptions. Although the fee for the ten-year passport will be £2, this represents a reduction of ten shillings on the present total cost of passport facilities over the same

FRIDAY, FEBRUARY 2

Whisky to America

The President was asked how many proof gallons of Scotch whisky were shipped to the United States of America in 1967; and what percentage of value of all British exports this represents.

Mr. Darling replied: 'The trade statistics do not separately distinguish exports of Scotch whisky. Exports of certificated Scotch or Irish whisky to the United States totalled 23.7 million proof gallons or 1¼ per cent by value of all United Kingdom exports.'

Investment grants for newspapers

A member asked the President if he was aware that his refusal to sanction investment grants for certain types of equipment and machinery for the newspaper industry was causing hardship to many newspapers; and if he would re-examine the criteria on which he decides grants to this industry.

Mr. Darling replied: 'I am aware of the representations that have been made by the industry and as I stated in my reply on Wednesday to my Hon. friend the Member for Bolton West I am prepared to discuss these matters with the industry. (See *Hansard* Vol: 757 Col: 316.)

T/V merger

The President was asked if he would refer the proposed television and rentals merger to the Monopolies Commission, in view of the widespread and important public interest involved.

Mr. Darling replied: 'The President of the Board of Trade is considering whether to refer the proposed merger between Thorn Electrical Industries Ltd. and Radio Rentals Ltd. to the Monopolies Commission.'

Wool mills

Questioned on how many wool mills had been taken over by synthetic fibre manufacturers in the course of the last five years, Mr. Mallalieu replied:

'This information is not readily available and cannot be obtained without disproportionate expense. However, in December, 1966, there were some 840 firms and establishments in the wool textile industry. I am aware of 10 which are now wholly or partly owned by synthetic fibre manufacturers.'

Footwear exports

Answering a member who asked whether he was aware that during the eight months period January to August 1967, the value of footwear exports increased by 27.7 per cent compared with the same period in 1966, Mr. Darling replied:

'Yes. This is welcome evidence of the continuing efforts of footwear manufacturers in export markets.'

South Yorkshire coalfield

Asked how many new jobs, approximately, showing male and female employments separately, were estimated to have been steered into the area of the South Yorkshire coalfield since August 1, 1967, with the assistance of his department; and how many new jobs he aimed to help to provide there during 1968, Mr. Darling replied:

'In the period August 1, 1967, to December 31, 1967, 26 industrial development certificates have been approved in the Yorkshire Coalfield sub-division of the Yorkshire and Humberside Region. These schemes, when complete and fully manned, were estimated by the applicants to provide 420 new jobs of which 200 would be jobs for men and 220 for women. I am unable to estimate the number of new jobs likely to arise through i.d.c. approvals in 1968.'

Government Publications

required by customers in the Midlands may be obtained quickly from

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The Board of Trade

1 Victoria Street, London, S.W.1 **(Telephone: 01-222 7877. T.A.: Advantage, London SW1. Telex No. 886143. Answer Back BOTHQ LONDON)**

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Companies Registration Office – Companies House, 55/71 City Road, London, E.C.1. (01-253 9393.)

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Jute Control – P.O. Box 3, Kandahar House, 71 Meadowside, Dundee. (Telephone: 0642 24953.)

Marine Division – Surrey House, 20 Lavington Street, London, S.E.1. (01-928 7999; T.A.: 'Advantage, London SW1'); Marine Navigational Aids: 2 Bunhill Row, London, E.C.1. (01-606 4071; Telex 886143; T.A.: 'Advantage, London SW1'.)

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Patent Office and Industrial Property and Copyright Department – 25 Southampton Buildings, Chancery Lane, London, W.C.2. (01-405 8721; T.A.: 'Patoff, London, W.C2'.) 51 Regent House, Cannon Street, Manchester, 4. (061 BLA 3759.)

Registry of Business Names – Companies House, 55/71 City Road, London, E.C.1. (01-253 9393.)

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New Books

Statistics Europe: Sources for Market Research, by Joan M. Harvey. (182 pages. CBD Research Ltd., 114 High Street, Beckenham, Kent. 60s.). In recent years the increased use of statistics for market research has emphasised the lack of up-to-date and adequate bibliographies or surveys of this important field of information: a deficiency which has now been remedied, at least for Europe, by the publication of this excellent guide to statistical material, which describes over 400 titles and some important sources of unpublished statistics. The main body of the guide is arranged by countries in alphabetical order, a section on Europe as a whole preceding those on individual countries. The European section covers the work and publications of such international organisations as the UN, EEC, EFTA, FAO and OECD. Each country section contains the name, address and telephone number of the central statistical office and other important organizations that collect and publish statistical material useful for market research, with some information on the work of each organisation, the facilities it provides and its publications. Also included are details of the principal libraries in the country where collections of statistical publications may be consulted; libraries and information services in other countries (particularly English-speaking countries) where the country's statistical publications may be seen; the principal bibliographies of statistics (only reasonably current bibliographies have been noted, and sales lists are mentioned because of the frequent shortage of special bibliographies in this field). Each section is completed with a list of the major statistical publications arranged in the following groups: general, production, external trade, internal distribution, population and standard of living. The entry for each publication gives: a reference number; the title with English translation if the original is not in English; and the name of the responsible organisation; the address from which copies can be procured; the date when first published; the date of the latest issue seen by the compiler; price (generally given in local currency); number of pages or volumes; description of contents; an indication of time lapse between the latest data included and date of publication; and the language of the text. Indexes of organisations and titles provided. All the publications mentioned in this guide can be consulted in the Board of Trade Statistics and Market Intelligence Library, which is open to the public Monday to Fridays 9-5.30, at Hillgate House, 35 Old Bailey, London EC4, Tel. 01-248 5757 Ext. 368.

The Structure and Development of the Common Market, by A. E. Walsh and John Paxton. (232 pages. Hutchinson, 60s.) The authors of this book have set out to provide a straight analysis of progress within the Common Market during the first ten years of its existence, with appropriate references to the other Communities – and, where appropriate, contrasting the situation with that existing in Britain today. Included in the book is an up-to-date analysis of the present agricultural policy of the EEC; statistical summaries on production, exports and imports covering a wide range of industrial commodities; a comprehensive study of the estimated growth pattern of the Common Market to 1970; and chapters on industrial property, added value taxation, competition, and social security in all the Community countries.

A Guide to Investment and Business in Portugal. Banco Espirito Santo e Comercial de Lisboa. (110 pages. Free from J. Walter Thompson Company Ltd., Moor House, London Wall, London, EC2). This guide for the British businessman with interests in Portugal follows the familiar pattern for this type of publication. A brief general survey of the Portuguese economy is followed by an account of the tax system, a short note on labour legislation, and information on the banking system and sources of credit. Other topics touched upon are company law; the system of industrial licensing to which most new industrial establishments are subject; foreign exchange regulations; investment in land, property and securities; regulations particularly applicable to foreign residents, businessmen and companies; and the customs system.

Kenya. (98 pages. Commonwealth Secretariat 10 Carlton House Terrace, London SW1. 10s., by post 11s.). The Secretariat has published No. 11 – Kenya as the last in the series *Commonwealth Development and its Financing* which was formerly published by the Commonwealth Economic Committee. The report is in the same form as the others in the series and deals with the period just before and just after independence, describing the changes in the economy of Kenya since 1954, with special attention to the years since 1962. A short introduction draws attention to some salient facts and is followed by a brief account of the country's recent economic progress and the development of its economic structure and policy. Then a conspectus of the sources and uses of investment funds provides the financial background for a more detailed description of transport, power and production, especially in the fields of manufacturing and agriculture. A summary and additional tables containing the principal statistics complete the work.

Corporate Planning in Industry, by Aris Presanis. (178 pages. Business Publications Ltd., 55s.). Corporate planning is concerned with all stages of the planning process in industry, from the decision on corporated objectives to the detailed production of the plan and the effective control of its execution. Equally comprehensive in its coverage of the subject, this book describes both the purpose and the scope of corporate planning in relation to industry today and provides an overall view of modern techniques which have become fundamental to efficient management. Chapters of special importance are those which deal with the determination of company profit growth targets, the profit gap and the return on new investments, and the treatment of risk on capital expenditure proposals. There are also practical suggestions for the organization of a corporate planning department to suit companies of various sizes and for its effective integration with other parts of the organization.

Two studies dealing with manpower policies in widely differing types of economy have been published recently by the Organisation for Economic Co-operation and Development. **Manpower and Social Policy in the Netherlands** (304 pages. 27s. 6d., by post 28s. 6d., from HMSO and Government bookshops), is the sixth in the series of examinations of member countries undertaken by the OECD Manpower and Social Affairs Committee, and consists of a detailed description of manpower and social policies, administrative arrangements, and their results in the Netherlands – a country with many highly developed services which have reached such a stage of maturity and effectiveness that they can serve as guides for other countries. An appendix consists of the examiners' questions and the replies by the Netherlands authorities. The other publication is **A Technical Evaluation of the First Stage of the Mediterranean Regional Project** by Robinson Hollister. (190 pages. 15s., by post 15s. 10d., from HMSO and Government bookshops). The Mediterranean Regional Project was a joint programme undertaken by six countries with a lower income *per capita* than the other member countries of the OECD – Greece, Italy, Portugal, Spain, Turkey and Yugoslavia – to prepare for governments an assessment of their educational needs up to 1975 and to arrive at detailed plans, including financial estimates, for meeting these needs. Separate reports for each country have already appeared but this study is concerned with forecasting long-term manpower policies according to a common methodology, and drawing the necessary inferences in regard to training and education. Throughout the text there are statistical tables drawing largely on figures from the six countries concerned.

BRS and the Industry. Building Research Station. (12 pages. Available free from the Station, Bucknalls Lane, Garston, Watford, Herts.). At the symposium *BRS and the industry* on 18 October 1967, 300 representatives of industry, the professions, the universities and government departments met senior BRS staff to discuss the ways in which building research should develop, and its results be most effectively applied. The outcome of the symposium has been published as *BRS Current paper 1/68*, in the form of the main comments that arose and the action the station proposes to take as a result. In addition, the publication contains the paper that was prepared for the symposium and provided the basis for the discussion.

Statistical Digest for the Furniture Industry. Furniture Development Council. (132 pages. FDC, Maxwell Road, Stevenage, Herts., 30s.). The 1967 edition of the Furniture Development Council's annual digest of statistics contains a comprehensive range of basic statistical data on the British furniture industry's structure and performance. In addition it contains tables providing furniture manufacturers with basic marketing information on housebuilding, consumer durable output and personal income levels. The furniture statistics contain information on the regional distribution of the industry, employment, earnings, occupational analyses, wholesale price indices, detailed production statistics, consumer expenditure on furniture, retail sales, credit sales, advertising, and recent market research.

Other Publications

BRITAIN. An Official Handbook. Prepared by the Central Office of Information. 1968 edition. 566 pages. 36s., by post 40s. 6d. from HMSO and Government bookshops.

GAS INDUSTRY DIRECTORY AND UNDERTAKINGS OF THE WORLD 1968. 342 pages. Benn Brothers Ltd., Bouverie House, 154/160 Fleet Street, London EC4. 70s.

LEICESTER AND COUNTY CHAMBER OF COMMERCE TRADE DIRECTORY 1968-9. 100 pages. The Chamber, 4 Horsefair Street, Leicester, LE1 6EA.

PLANTATION CROPS. A Review of Production, Trade, Consumption and Prices Relating to Coffee, Cocoa, Tea, Sugar, Spices. Tobacco and Rubber. No. 11, 1967. Compiled in the Commodities Division of the Commonwealth Secretariat. 298 pages. Available from the Commonwealth Secretariat, Commodities Division, 10 Carlton House Terrace, London SW1. 40s., by post 41s. 2d.

THE TIMBER MARKET IN THE OECD COUNTRIES 1965-1966 STATISTICS. 50 pages. Organisation for Economic Co-operation and Development. 10s., by post 10s. 6d., from HMSO and Government bookshops.

WEST INDIES & CARIBBEAN YEAR BOOK 1968. 938 pages. Thomas Skinner & Co. (Publishers) Ltd., St. Alphage House, Fore Street, London EC2. 63s.

WOMAN AND THE NATIONAL MARKET—Space Heating & Central Heating Appliances. Fieldwork period April and May 1967. 52 pages. An Odhams Research Project. Odhams Press Ltd., 96 Long Acre, London WC2. 5 guineas.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
Feb. 15	General stores, miscellaneous clothing and textiles.	Command Ordnance Sub-Depot, Reed Hall Avenue, Colchester.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171.)

Machine tools including Black & Decker, Wolf and Desoutter heavy duty and standard electric drills; bench and pillar drills; SS and SC lathes; portable pneumatic grinders; welding sets; connecting rod re-boring machine; compressors, etc.; office safes; batteries; engineers' tools; hydraulic jacks; gravity rollers; miscellaneous MT and wireless spares; LA 2½ in. female inlet/outlet stand pipes; scrap rubber, brass, lead and aluminium; clothing including greatcoats; BD blouses and trousers; combination overalls; socks; shirts; vests; drawers; raincoats; khaki drill jackets, trousers and shorts; textiles including white and coloured blankets; pillows and pillow cases; table cloths; carpets; rugs; tentage; sea kitbags; old rags, etc.

Feb. 20	Miscellaneous stores and equipment . .	Royal Arsenal, Woolwich	Fuller, Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861.)

Plant and equipment; hydraulic cranes; concrete mixers; centrifugal water pumping sets; wireless reception sets; miscellaneous electrical equipment and spares including oscillators, adaptors, amplifiers, condensers, electric kettles, lamps, irons; furniture including tables, chairs; cabinets, settees, chests of drawers, sideboards, etc.; telescopes; clocks; watches; cameras; miscellaneous photographic equipment; batteries; clothing and textiles including BD blouses, vests, drawers, sea kitbags, cotton and linen napkins, scrap canvas, woollens, mixed rags, carpets, cordage; tableware; aluminium, steel, tin, wire and plastic kitchenware; china and glassware; cutlery, etc.

Feb. 29	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, RAF, Hartlebury, Worcs.	Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster. (Tel. 2053.)

Clothing including greatcoats, raincoats, jackets, blouses, trousers, khaki drill clothing, shirts, underwear, etc.; webbing equipment; footwear; water bottles; electrical equipment including motors; generators; regulators; meters; actuators; inverters; rectifiers; transformers, etc.; fuel pumps; batteries; photographic equipment; cameras; film and bromide paper; prismatic binoculars; compasses; aircraft wheels; brake units; rubber dinghies; furniture; wooden cases and a large quantity of general stores.

Mar. 5-6	Vehicles spares, textiles, miscellaneous stores.	Ordnance Storage and Disposal Depot, Branston, Staffs.	Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657.)

Austin Champ engines and spares; Bedford, Standard and Ford spares and components; engines; axles; gear boxes; bearings; wheels; tyres; body panels; electrical components, etc.; flat steel pallets, 4-way 40 in. by 40 in.; jerricans; MT equipment and tools; bakery trailers; 5-ton four-wheel trailers; electrical and electronic spares and components; aircraft and ground equipment; oscilloscopes; test sets; cameras and photographic equipment; laboratory equipment; medical, surgical, ophthalmic and dental equipment; household and office furniture; generators; compressors; machine tools and milling cutters; textiles including Wigan cloth; blankets; vests; drawers; clothing; stockinette; webbing; canvas; rag waste; nylon materials; waterproof covers and a large selection of general stores.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

By Order of the Ministry of Defence, WEYHILL, HAMPSHIRE, 4 miles from Andover on A303 to Amesbury. Sale of Railway Lines and Sleepers, Sectional Wooden Huts, 9 Tubular Framed Romney Buildings and Sundries, which F. Ellen and Son will sell by auction on March 6, 1968, at 2.30 p.m. Catalogue and conditions from the Auctioneers, 33 London Street, Andover (Tel. 3444), or 18 Church Street, Whitchurch (Tel. 180).

Sales of Surplus Stores – British Army of the Rhine. The British Army of the Rhine have for sale at frequent intervals considerable quantities of surplus stores. These stores comprise a wide variety of items in the following groups:

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Sales are by tender and contractors, commercial interests and public bodies who wish for further details may apply to the Disposals Organization, RAOC, British Army of the Rhine, 47 Hamm (Westfalen), Markerdorfstrasse 97, Germany.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE						CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components					Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings			Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices						at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958		series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219					
1961	113	114	122	116	112	100	130	130	138	139	121		+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124		+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130		+221	+113	+44	+33
1964	125	128	145	140	124	106	154	118	171	185	147		+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	169	189	153		+365	+217	+42	+43
1966	131	133	162	157	128	109	162	134	161	183	163		+217	+129	+ 2	+ 6
1967						111										
1966																
2nd quarter	130	133	160	157	129	110	162	132	163	183	164		+ 39	— 2	—19	+26
3rd quarter	131	134	160	157	127	109	163	135	162	182	166		+103	+ 91	+25	—15
4th quarter	132	132	162	158	127	109	163	133	158	186	169		— 17	— 7	— 9	—24
1967																
1st quarter	132	132	166	160	129	109	164	128	162	190	173		+ 47	+ 2	—10	+14
2nd quarter	133	133	166	161	129	109	175	131	176	198	187		+ 37	+ 3	—13	+14
3rd quarter	132	133	169	165	131	111	171	123	165	207	189		— 29	— 17	—18	—30
4th quarter						113										
1967																
June		133				110										
July		133				110										
August		133				111										
September		132				111										
October		132*				112										
November		134*				113										
December						114										

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†				Quarter or quarterly average			
	at 1958 prices							Mid-month or monthly average			at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousand			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1967			140·3	+2·5	112·0*	134·3*	175·3	515	174		168	155	
1966													
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	104	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 21
2nd quarter	148	107	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—121
3rd quarter	147	100*	139·8	+1·7	110·6	134·7	177·3	555	158		162	157	— 36
4th quarter			141·5	+2·1	115·8*	135·7*	174·5	538	182		178	138	
1967													
June	148	107	140·9	+2·4	109·6	133·5	173·3	524	162		164	154	
July	147	102*	140·1	+2·3	109·3	134·4	176·7	543	155		157	163	
August	146	100*	139·7	+1·4	110·8	134·7	177·1	559	155		162	155	
September	147	100*	139·6	+1·5	111·6	134·9	178·1	563	165		166	150	
October	145	103*	140·6	+2·0	111·6	135·4	178·7	541	176		163	125	
November	144*	111*	141·5	+1·9	115·8*	135·7*	179·7	536	181		180	125	
December			142·4	+2·4	120·2*	136·0*	180·2	538	190		190	164	
1968													
January								520	186				

*Provisional. †Not seasonally adjusted.

United Kingdom trade in 1967

Provisional figures for December appeared in the Board of Trade Journal dated January 19

Summary

1967 was a difficult year for our visible trade, involving a series of unfavourable influences on both exports and imports.

Exports started promisingly but soon were adversely affected by a marked slackening in the growth of world trade in manufactures which over the previous three years had been rising strongly. In addition, the Middle East war in June affected our exports to countries in that area and beyond and in the Autumn dock strikes at Liverpool and London greatly reduced shipments. In December there was some recovery from the strikes but much of the arrears remained to be made good in 1968. There was an increase in the fourth quarter in shipments to the United States and EEC countries despite the strikes. Over the year as a whole the value of exports was a little less than in 1966.

Against this, our imports showed a substantial increase last year, of some 8 per cent in both value and volume. A major influence was the removal of the temporary import charge at the end of November 1966. This was followed by a large rise in imports of the good affected, some of them in the early part of the year having been held over from the closing months of 1966 to escape the charge. Imports of fuel and of the food, drink and tobacco group were also markedly higher in the first half of last year both to some extent the counterpart of relatively low figures in the second half of 1966. The import bill last year was also swollen by the large rise in landed prices of oil following the Middle East war and the closure of the Suez Canal. In the last six weeks of the year the initial effects of the devaluation on November 18 sharply increased the value of imports. The dock strikes had a smaller effect on imports than on the figures recorded for exports and arrears were probably made good by the end of the year.

The rise in imports last year and the slight fall in exports lead to a substantial increase in the deficit on visible trade. This amounted to £561 million (excluding United States military aircraft). Some £330 million of the deficit occurred in the fourth quarter when exports were affected by the dock strikes and imports were reflecting the first effects of increased prices in terms of sterling following devaluation,

Exports

United Kingdom exports in 1967 were £5,026 million, ½ per cent less than in the previous year. This followed increases of 7 per cent a year both in 1965 and 1966. Export prices rose by about 1½ per cent last year; devaluation had little effect on the price index by the end of the year. The volume of exports last year fell 1½ per cent.

Table 1. Annual totals

£ million
(percentage change on a year earlier)

	Exports f.o.b.	% change	Imports c.i.f.	% change	Re-exports f.o.b.	% change
1958	3,250	*—4*	3,834	*— 7*	141	*+ 8*
1959	3,423	*+5*	4,087	*+ 7*	131	*— 7*
1960	3,648	*+7*	4,655	*+14*	141	*+ 8*
1961	3,796	*+4*	4,546	*— 2*	159	*+13*
1962	3,905	*+3*	4,628	*+ 2*	158	*— 1*
1963	4,211	*+8*	4,983	*+ 8*	154	*— 3*
1964	4,412	*+5*	5,696	*+14*	153	*— 1*
1965	4,728	*+7*	5,751	*+ 1*	173	*+13*
1966	5,047	*+7*	5,947	*+ 3*	194	*+12*
1967	5,026	*—0*	6,442	*+ 8*	184	*— 5*

Table 2A. United Kingdom trade
Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance†
		Total	Excluding US military aircraft, etc.		
1965	394	479		14	— 22
1966	421	496		16	— 9
1967	419	537	533	15	— 47*
1965 1st quarter	384	457		14	— 12
2nd quarter	381	484		13	— 41
3rd quarter	399	487		15	— 25
4th quarter	412	489		16	— 11
1966 1st quarter	412	508		16	— 24
2nd quarter	397	492		16	— 34
3rd quarter	428	513		15	— 20
4th quarter	446	470	469	17	+ 41
1967 1st quarter	451	526	525	16	— 9†
2nd quarter	428	530	525	15	— 39†
3rd quarter	420	519	515	16	— 27†
4th quarter	376	571	566	15	—112†
July	432	498	493	16	0†
August	421	523	519	15	— 28†
September	408	538	534	16	— 53†
October	339	524	519	15	—110*†
November	340	579	574	14	—156*†
December	449	611	605	16	— 70*†
July-September	420	519	515	16	— 27†
October-Dec.	376	571	566	15	—112*†

†Excluding transactions relating to US military aircraft financed by Exim bank credit.
*Estimated.

Table 2B
Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	419·7	489·0	15·0
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	459·8	469·6	17·4
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0	507·8	14·7
4th quarter	389·4	562·8	15·8
October	337·5	526·1	14·9
November	373·3	598·7	14·8
December	451·6	577·8	17·4

The dock strikes in the autumn were a major distorting influence. They began on September 18 and involved Liverpool, London and, for a week, Manchester. At Liverpool the strike was virtually com-

Table 3. United Kingdom exports by areas and countries

£ million f.o.b.
(percentage change on a year earlier)

	Year 1965	Year 1966	Year 1967
Non-Sterling Area:			
North America	700·1 (+18)	841·2 (+20)	827·0 (— 2)
Canada	200·6 (+ 7)	215·3 (+ 7)	213·5 (— 1)
United States & Deps.	499·5 (+23)	625·9 (+25)	613·5 (— 2)
Western Europe	1,736·7 (+ 4)	1,895·7 (+ 9)	1,910·5 (+ 1)
EFTA (including Finland)	666·8 (+ 7)	739·6 (+11)	758·3 (+ 3)
Finland	71·9 (+11)	75·6 (+ 5)	71·3 (— 6)
Sweden	219·5 (+11)	229·9 (+ 5)	218·9 (— 5)
Norway	86·1 (— 0)	106·9 (+24)	127·1 (+19)
Denmark and Greenland	124·7 (+ 5)	134·1 (+ 8)	143·7 (+ 7)
Switzerland and Leichtenstein	89·4 (+ 3)	105·2 (+18)	110·8 (+ 5)
Portugal, Azores and Madeira	40·6 (+12)	47·2 (+16)	47·9 (+ 2)
Austria	34·6 (+12)	40·8 (+18)	38·6 (— 5)
EEC	904·8 (+ 1)	957·0 (+ 6)	963·7 (+ 1)
Western Germany	255·0 (+15)	253·4 (— 1)	246·5 (— 3)
Netherlands	193·1 (— 2)	196·3 (+ 2)	193·9 (— 1)
Belgium and Luxembourg	170·6 (+ 5)	182·0 (+ 7)	178·6 (— 2)
France	177·2 (— 6)	197·3 (+11)	204·5 (+ 4)
Italy	108·9 (—16)	128·0 (+18)	140·1 (+ 9)
Other Western Europe: Spain, Canary Islands and Spanish Ports in North Africa	95·5 (+27)	112·5 (+18)	102·7 (— 9)
Other	69·6 (— 1)	86·6 (+24)	85·8 (— 1)
Soviet Union and Eastern Europe	113·4 (+14)	146·7 (+29)	167·5 (+14)
Soviet Union	46·9 (+23)	49·7 (+ 6)	63·3 (+27)
Other	66·5 (+ 8)	97·0 (+46)	104·2 (+ 7)
Latin America	158·7 (+ 5)	159·8 (+ 1)	166·7 (+ 4)
Venezuela	24·7 (+ 8)	23·5 (— 5)	21·3 (— 9)
Argentine Republic	26·8 (— 3)	23·2 (—14)	24·5 (+ 6)
Other	107·1 (+ 7)	113·1 (+ 6)	120·9 (+ 7)
Other Non-Sterling	379·8 (+ 2)	418·0 (+ 2)	427·5 (+ 2)
Middle East	186·0 (+ 1)	199·3 (+ 7)	174·9 (—12)
Israel	52·8 (— 0)	51·9 (— 2)	49·2 (— 5)
Africa	35·6 (— 7)	33·1 (—51)	36·0 (+ 9)
Asia	131·6 (+ 2)	158·8 (+21)	187·1 (+18)
Burma	7·9 (— 5)	8·1 (+ 3)	6·4 (—21)
Japan	50·6 (—14)	65·0 (+29)	82·8 (+27)
Extra European Possessions of European Countries	26·6 (+30)	26·8 (+ 1)	29·5 (+10)
Total Non-Sterling	3,088·6 (+ 7)	3,461·4 (+11)	3,499·2 (+ 1)

plete and work was not resumed until October 30 while at London, where only certain docks were involved, the return to work was not until November 28. Exports recorded for September were affected a little but the October and November figures were greatly reduced. Some arrears were made good in December but experience of previous strikes suggests that this process is likely to be spread over the early months of 1968.

The effect of the dock strikes on exports in the fourth quarter was particularly marked in shipments to the overseas sterling area; this reflects the pattern of trade from Liverpool, which handled nearly one third of our exports to the overseas sterling area in 1966. The docks affected by the strike also handled a considerable percentage of exports to North America in 1966, and shipments to this area were reduced in the three months September to November. Exports to Western Europe were also affected by the strikes but to a lesser extent. In 1966 over 45 per cent of exports to Latin America went through Liverpool and in the fourth quarter shipments to this area were greatly reduced.

The large disturbance to the export figures in the fourth quarter greatly reduces the significance of any detailed analysis of trends in the area and commodity pattern of exports last year and apart from the broad survey in the following paragraphs no further analysis has been made. The usual range of tables however has been produced as a record.

It is clear, however, that slackening of demand was a major factor influencing our export performance. The rapid growth of world trade in manufactures between 1963 and 1966 slowed down last year. Our exports to the United States, after an increase of over 50 per cent between 1964 and 1966, fell back following the pause in economic activity there in the early part of last year. The

TABLE 3, *continued*

	Year 1965	Year 1966	Year 1967
Sterling Area:			
Commonwealth Europe	31·8 (+12)	33·5 (+ 5)	34·9 (+ 4)
Cyprus	15·5 (+40)	16·5 (+ 6)	16·4 (— 0)
Other Western Hemisphere	86·8 (+ 7)	92·4 (+ 7)	85·7 (— 7)
Jamaica	23·3 (— 1)	23·8 (+ 2)	23·2 (— 2)
Trinidad	25·0 (+ 3)	23·4 (— 7)	19·8 (—15)
Australasia and Pacific	414·6 (+ 9)	388·5 (— 6)	359·6 (— 7)
Australia	281·4 (+10)	255·5 (— 9)	253·5 (— 1)
New Zealand	125·0 (+ 6)	126·3 (+ 1)	99·4 (—21)
Commonwealth Asia	342·0 (+ 2)	328·0 (— 4)	295·0 (—10)
India	114·1 (—11)	95·4 (—16)	81·6 (—14)
Pakistan	50·4 (+14)	52·6 (+ 4)	50·8 (— 3)
Ceylon	18·9 (— 5)	23·3 (+23)	20·5 (—12)
Malaysia	(1) 92·3 (+10)	50·5	43·1 (—15)
Singapore		39·6 (—2)	35·7 (—10)
Hong Kong	65·0 (+12)	64·9 (— 0)	61·0 (— 6)
Commonwealth West Africa	125·8 (+ 6)	108·4 (—14)	99·6 (— 8)
Sierra Leone	10·3 (—20)	9·5 (— 8)	8·2 (—13)
Ghana	40·7 (+21)	30·6 (—25)	30·4 (— 1)
Nigeria	72·6 (+ 3)	65·9 (— 9)	58·5 (—11)
Other Commonwealth Africa	110·7 (+14)	107·0 (+35)	108·6 (+ 2)
Zambia	(2) 15·1	26·3 (+74)	26·1 (— 1)
Malawi	3·5 (+23)	6·0 (+71)	6·0 (— 1)
Rhodesia	31·5		
Tanzania	11·0 (+11)	14·9 (+35)	14·1 (— 5)
Kenya	34·3 (+ 4)	43·4 (+27)	47·4 (+ 9)
Mauritius	6·2 (—15)	5·4 (—13)	5·4 (+ 1)
Commonwealth Middle East	30·4 (+ 5)	30·2 (— 1)	33·5 (+11)
Aden	13·9 (+ 8)	13·2 (— 5)	9·3 (—29)
Bahrain	8·7 (+14)	7·6 (—12)	8·4 (+10)
Non-Commonwealth Middle East	51·1 (+ 8)	66·7 (+31)	57·0 (—15)
Libya	21·8 (+24)	28·8 (+32)	22·5 (—22)
Jordan	8·3 (— 6)	9·0 (+ 8)	7·0 (—22)
Kuwait	18·8 (— 2)	25·8 (+37)	25·1 (— 3)
Other Sterling Area	446·2 (+ 9)	430·8 (— 3)	452·8 (+ 5)
Irish Republic	175·8 (+ 6)	179·0 (+ 2)	186·4 (+ 4)
Iceland	6·9 (+15)	7·4 (+ 8)	7·0 (— 5)
Republic of South Africa	261·4 (+11)	242·9 (— 7)	257·2 (+ 6)
South West Africa	2·1 (—19)	1·5 (—30)	2·1 (+46)
Total Sterling	1,639·4 (+ 7)	1,585·5 (— 1)	1,526·7 (— 4)

(1) Separate figures not available for 1965.
(2) Separate figures not available prior to 1965.
Trade to Rhodesia has been included with Africa Other Non-Sterling as from January 1966.
Percentage changes have been calculated on comparable figures.

(Continued on next page)

UNITED KINGDOM TRADE, *continued*

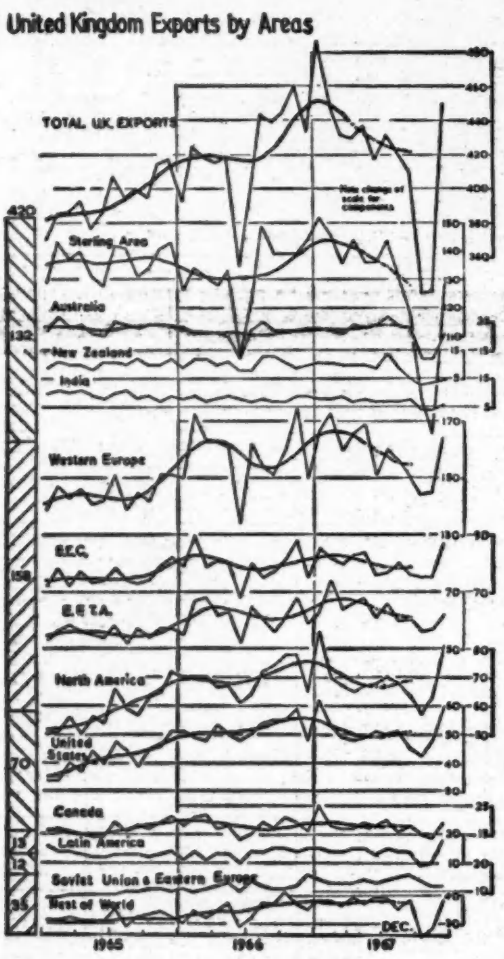


Table A. United Kingdom exports: areas (1)

Seasonally adjusted £ million f.o.b. monthly averages

	Average annual rate of growth	1967	1966				1967			
	1956-66 per cent (2)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Sterling Area	+ 1½	127	129	121	138	140	144	138	130	97
Australia	..	21	22	18	23	23	22	23	24	15
New Zealand	..	8	11	10	11	10	11	10	9	4
India	..	7	8	8	7	8	8	7	7	5
South Africa Republic	..	21	19	17	22	23	24	24	20	17
Irish Republic	..	16	15	14	16	16	16	15	16	16
Western Europe	+ 8½	159	161	150	156	165	168	159	155	154
EEC	+ 9	80	83	75	78	83	83	80	78	81
EFTA	+ 8	63	63	58	61	65	67	63	62	60
Other	+12	16	15	17	17	18	18	16	15	13
North America	+ 5	69	70	66	71	73	75	67	68	67
USA and Dependencies	+ 7½	51	51	51	52	55	55	50	49	51
Canada	+ ½	18	20	16	17	19	19	18	18	16
Latin America	+ ½	14	12	12	15	15	14	15	14	12
Soviet Union and Eastern Europe	+12½	14	11	11	13	14	14	14	15	13
Rest of World	+ 3	36	31	33	37	38	36	38	38	31
Total	+ 4½	419	412	396	428	446	451	428	420	376

(1) Figures for Burma and Rhodesia are included with the 'Rest of the World'.
(2) The average annual rate of growth has been estimated from regression lines fitted over the 11-year span 1956-66.

level last year was also depressed by lower deliveries of aircraft. The trend in the closing months of the year was obscured by the strikes but in the fourth quarter exports were higher than in the preceding quarter.

There was also a marked weakening of demand in Western Europe in the first half of last year. Industrial production in Western Europe remained flat between the second quarters of 1966 and 1967, although it rose slightly in the third quarter. Demand for imports in the EEC countries fell back in the first half of last year, although they showed some renewed growth in the third quarter. Imports into Continental EFTA countries showed no growth in the first three quarters of last year. Our exports to Western Europe fell back in the second quarter from the high level in the early part of the year. In the fourth quarter, despite the strikes, shipments to the EEC countries were higher than in the third quarter.

Exports to the overseas sterling area, which fell between 1965 and 1966, were again lower last year. The fall was largely in exports to the developing overseas sterling area countries. Shipments fell back in the second quarter after strong growth in the second half of 1966. The Middle East situation had an adverse affect on exports to sterling Middle East countries. The dock strikes seriously affected shipments in the fourth quarter and to some extent at the end of the third.

Exports to the Soviet Union and Eastern Europe continued to show strong growth last year, with an increase of 14 per cent, following one of 29 per cent in 1966. Exports to Japan rose by over 25 per cent for the second consecutive year.

Exports of manufactures, about 85 per cent of total exports, showed a small fall last year, but exports of chemicals were 5 per cent higher, and some of the smaller categories, in particular clothing and footwear, rose sharply above their 1966 total. There was a substantial increase in exports of ships but exports of precious stones and aircraft were lower. Exports of machinery showed a small fall, but shipments of these goods were severely affected by the dock strikes. Exports of non-manufactures fell 2 per cent.

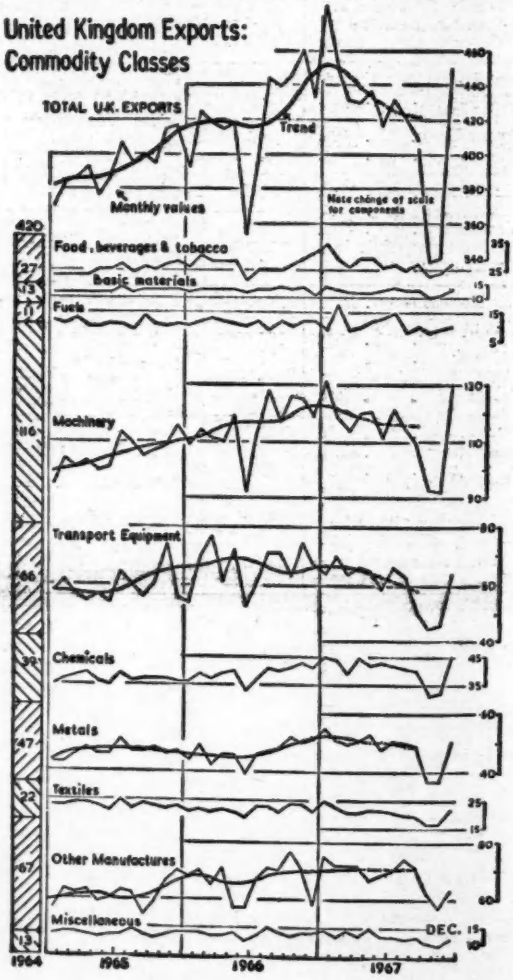


Table B. United Kingdom exports: commodity classes
Seasonally adjusted £ million f.o.b. monthly averages.

	Average annual rate of growth	1967	1966				1967			
	1956-66 per cent (1)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Food, beverages and tobacco	+ 6	28	28	27	25	29	30	29	26	25
Basic materials	+ 3½	13	13	13	13	13	13	13	14	11
Fuels	— ½	11	12	11	11	12	12	11	11	9
Manufactures	+ 5	356	348	331	369	379	381	364	360	319
Non-electric machinery	+ 8	86	83	81	91	92	91	89	86	79
Electric machinery	+ 5	29	28	25	30	32	32	29	29	25
Road motor vehicles	+ 7	44	46	46	52	48	51	48	42	34
Other transport equipment	— 4	17	18	17	17	20	15	16	19	17
Chemicals	+ 6½	41	38	37	40	42	44	43	41	37
Metals and miscellaneous metal manufactures	+ 2½	49	45	44	47	51	52	51	51	43
Textiles	— ½	21	22	21	22	22	23	22	20	19
Other	+ 7	69	68	61	69	70	74	68	71	63
Clothing and footwear	+ 4	7	6	5	6	6	7	6	8	7
Instruments	+12½	10	9	9	9	10	10	10	11	9
Miscellaneous	+ 3	12	12	12	13	13	13	13	12	11
Total	+ 4½	419	412	397	428	446	451	428	420	376

(1) The average annual rate of growth has been estimated from regression lines fitted over the 11-year span 1956-66.

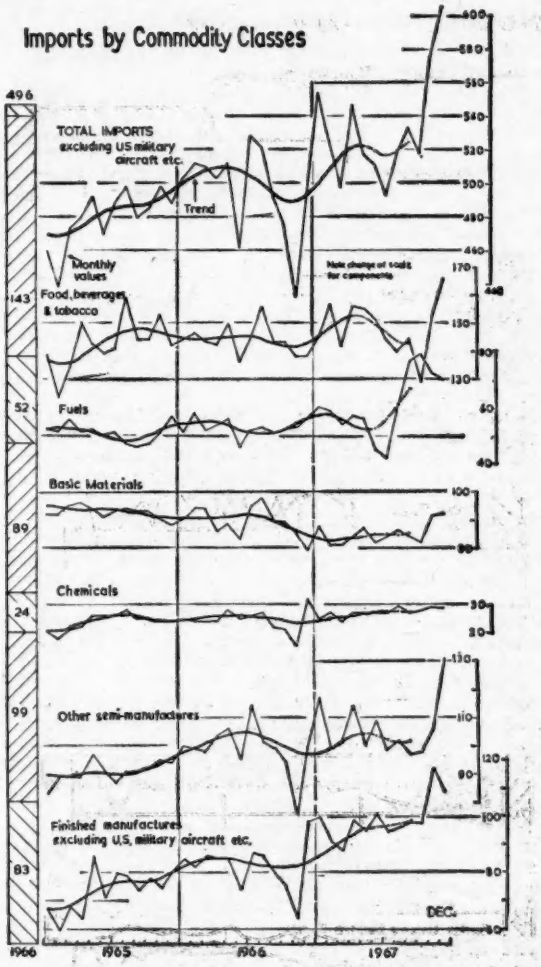
Imports

The value of imports increased in 1967 to a total of £6,396 million, excluding purchases of American military aircraft (including these aircraft it was £6,442 million). The rise of 8 per cent in value terms was about double the average annual rate of growth over the past decade. By volume, the rise was also about 8 per cent, with prices on average about the same in both years.

About three quarters of the increase in the value of total imports in 1967 was in manufactured goods, the majority of which had been subject to the temporary import charge. Demand for imports of chargeable goods was significantly restrained in 1965 and 1966 and stocks were run down. In addition, advance knowledge of the ending of the charge caused considerable postponement of arrivals in the latter part of 1966 in order to be avoid the 10 per cent extra cost. The arrival of these delayed imports in the early months of 1967 as well as increased consumption and restocking together played a big part in the sharp rise of 15 per cent in the volume of imported manufactures between 1966 and 1967 compared with the depressed level of 1966. The volume of both semi and finished manufactures increased sharply, the latter category rising by nearly 20 per cent.

The closure of the Suez canal in the middle of last year caused some imports other than oil to be delayed by the longer sea route round Africa, but the main influence of the Middle East crisis was in the sharp rise in oil freight charges. Dearer prices paid for oil from alternative sources also contributed to the markedly increased cost of fuel imports in the second half of last year.

Devaluation of sterling, too, had some effect in increasing the value of imports recorded for 1967. From November 18 all imports invoiced in foreign currencies were converted into sterling at the new rates of exchange. Between October, the month preceding devaluation, and December, the first full month after, the unit value index of total imports increased by more than 6 per cent, reflecting the increase in prices in terms of sterling following devaluation.



The pattern of imports during last year was also affected in some small measure by the strikes at London and Liverpool docks. The effects, however, were much less than for exports, owing partly to the continued recording of imports even though they had not been unloaded and partly to the diversion of ships to other ports not

Table C. Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages.

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
Average annual rate of growth 1956-66 per cent (1)	+4		+2	+4	+3	—½	+10	+6	+16		+20
Year 1967	537	533	147	61	218	84	27	106	104	100	7
1966 1st quarter	508		144	52	216	90	26	100	85		8
2nd quarter	492		141	50	211	86	25	100	81		7
3rd quarter	513		145	53	223	94	24	105	85		6
4th quarter	470	469	141	54	197	83	23	90	79		6
1967 1st quarter	526	525	146	56	217	82	27	108	97	96	8
2nd quarter	530	525	154	52	217	84	28	105	105	99	6
3rd quarter	519	515	141	61	210	84	27	99	103	99	7
4th quarter	571	566	148	75	228	87	28	112	110	105	7

(1) Annual percentage compound rate of growth measured between the values of imports 1956-66.

(Continued on next page)

UNITED KINGDOM TRADE, *continued*

affected by the strikes and to ports on the continent of Europe where some cargoes were transhipped.

Imports were high in the first half of the year, mainly because of the effects of the removal of the import charge, but, also, reflecting a high level of arrivals of food and fuels. Total imports fell back in the third quarter despite the marked increase in the price of oil, but rose sharply in the fourth quarter, partly because of the effect on prices of devaluation, but also because of increased imports of fuel with higher volume and prices.

Of the £452 million rise (8 per cent) in imports last year, excluding United States military aircraft, over half was in imports of finished manufactures and a further quarter in semi-manufactures. Imports of fuels also rose sharply in value, by 17 per cent, almost equally in price and volume. There was a 3 per cent increase in the value of imports of food, beverages and tobacco, with the volume 4 per cent higher but prices about 1 per cent down. Imports of basic materials fell in value, with little change in volume but prices lower.

Imports of food, beverages and tobacco, after declining in the second half of 1966, were high again in the first half of last year. They fell back in the third quarter to the average level of 1966, but increased again in the fourth quarter. Over the year as a whole they were £54 million (3 per cent) more than in 1966.

Imports of basic materials, which had fallen sharply in the second half of 1966, continued at the same reduced rate until the fourth quarter of last year, when they increased by £5 million a month, partly reflecting higher prices following devaluation. Over the year as a whole, they were £47 million (4¼ per cent) less than in 1966, with most of the reduction accounted for by lower prices.

Imports of semi-manufactures increased by £122 million (8 per cent) last year, with a large increase in volume (10 per cent) and a modest offsetting fall in unit values. The increase was much influenced by the removal of the import charge, including the deferment of arrivals of affected goods from the latter part of 1966. Imports of chemicals rose by £35 million (12 per cent). These imports had been on a strongly rising trend up to the time when the temporary import charge was imposed after which the rate of growth was markedly reduced. Imports of other semi-manufactures were £87 million (7 per cent) higher last year. The increases were almost entirely in the formerly chargeable goods including iron and steel, paper and board, textiles and wood manufactures. Among classes of imports not subject to the charge, imports of diamonds were markedly higher, but imports of non-ferrous metals fell back from the high 1966 level, largely due to lower quantities and prices of imports of copper.

The strong growth in imports of finished manufactures, which averaged about 15 per cent per annum in earlier years, slackened immediately after the introduction of the import charge. Towards the end of 1965, these imports began to grow strongly again, and the expansion continued into 1966 when there was an increase of 12 per cent. With the abolition of the charge, they again increased rapidly, with a rise of over 20 per cent in value (excluding military aircraft) with much of the increase being in imports of capital goods, especially machinery. Imports of consumer goods, which fell sharply in 1965 after the introduction of the import charge,

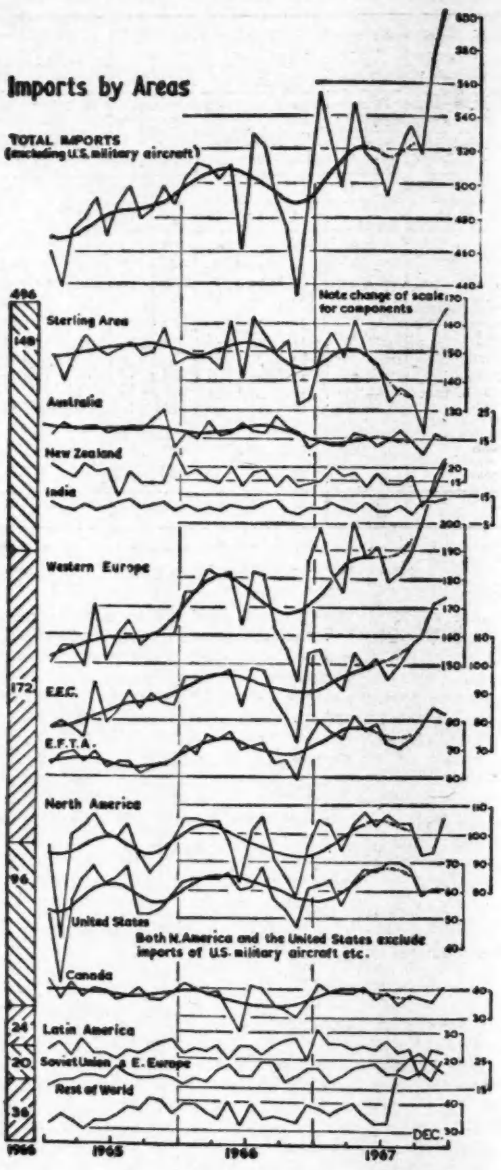


Table D. Imports: areas (1)

Seasonally adjusted £ million c.i.f. monthly averages.

	Total	Total excluding US military aircraft, etc.	Sterling Area				Western Europe			North America					Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	Excluding US military aircraft, etc.	USA and Deps. Total	USA and Deps. Excluding US military aircraft, etc.	Canada			
Average annual rate of growth 1956-66 per cent (2)	+4		+2	−1¼	−¼	−1¼	+7	+8	+6	+4		+6		+2	+0	+9	+5
Year 1967	537	533	147	15	15	10	195	105	78	106	102	68	64	38	24	21	43
1966 1st quarter	508		149	19	17	10	177	96	70	104		64		39	22	18	36
2nd quarter	492		147	18	15	10	173	92	71	93		62		32	23	21	36
3rd quarter	513		154	18	16	11	176	94	71	99		61		38	24	22	38
4th quarter	470	469	142	15	14	9	163	86	67	87		54		33	24	19	35
1967 1st quarter	526	525	154	14	17	11	188	98	78	102	101	63	62	38	27	21	35
2nd quarter	530	525	151	16	16	10	191	104	78	108	102	70	64	39	24	24	36
3rd quarter	519	515	134	15	15	9	186	100	73	109	105	73	68	37	26	19	48
4th quarter	571	566	149	13	14	12	217	119	85	104	99	66	61	38	21	21	53

(1) Figures for Burma and Rhodesia are included with the 'Rest of the World'.
(2) Annual percentage compound rate of growth measured between the values of imports 1956-66.

increased markedly in 1967 after the charge had been removed. The rise as compared with 1966 was some 25 per cent, but some shipments had been delayed from late 1966 pending the removal of the charge.

The commodity pattern of the growth in imports last year is evident also in the area composition. The strong rise in imports of manufactured goods is reflected in the marked rise in arrivals from manufacturing countries, particularly in Western Europe and North America; imports from these two areas accounted for four-fifths of the total increase with rises of £275 million (13 per cent) and £121 million (11 per cent) respectively. Imports from other main areas were not much changed, except for the Rest of the World from which arrivals increased sharply; bigger imports of oil from Venezuela and of manufactures from Japan were important factors.

Table 4. Composition of United Kingdom exports

Per cent

	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967
Engineering products	43·0	43·1	43·3	44·3	44·1	44·7	43·5	44·2	45·5	44·4
Machinery	23·8	24·5	24·5	27·7	27·8	28·0	26·7	26·7	27·5	27·5
Road motor vehicles	10·9	11·9	12·2	10·2	11·6	11·8	14·8	12·0	11·4	10·4
Aircraft, aircraft engines	4·4	4·4	3·7	3·7	2·7	2·6	2·0	2·9	4·0	3·7
Ships and boats	2·0	1·4	1·4	2·3	0·9	1·0	0·7	0·7	0·9	1·4
Professional, scientific and controlling instruments	1·2	1·2	1·3	1·5	1·6	1·8	2·0	2·1	2·3	2·4
Metals	13·0	12·9	12·6	12·3	12·0	11·0	11·3	11·8	11·1	11·7
Textiles (inc. wool tops)	8·9	8·3	8·2	7·5	7·1	7·1	7·1	6·4	5·7	5·4
Chemicals	8·1	8·6	8·8	8·6	8·8	8·7	9·3	9·3	9·3	9·8
Other manufactures	11·7	12·2	12·1	12·6	12·5	12·6	13·4	13·5	13·7	14·1
Coal, coke	1·0	0·7	0·8	0·8	0·8	1·1	0·8	0·5	0·4	0·3
Petroleum products	3·0	2·8	2·9	2·5	2·9	2·8	2·3	2·3	2·3	2·3
Food, beverages and tobacco	6·0	5·7	5·5	5·6	5·6	6·1	6·4	6·3	6·5	6·6
Other	5·3	5·7	5·8	5·8	6·2	5·9	5·9	5·7	5·5	5·4

Visible trade balance

The visible trade deficit in 1967, on a balance of payments basis and excluding United States military aircraft, is provisionally estimated at £561 million. This large figure is partly attributable to special factors operating in the fourth quarter when the reduction in exports because of the dock strikes and the first effects of devaluation in raising import prices contributed to a deficit in the period of some £330 million.

Over the first three quarters of last year the deficit was £224 million, a little less than the corresponding period of 1966 when the import charge was still in force. In 1966 as a whole the deficit was £233 million, but this was followed by a surplus of £123 million in the fourth quarter partly because imports of chargeable goods were deferred in advance of the lifting of the charge. Some of these goods arrived in 1967 and helped to increase the deficit in that year. Another factor contributing to the deficit in 1967 was the sharp increase in the value of ships built and delivered abroad. These amounted to some £50 million compared with £8 million in 1966. Figures for these ships are not generally included in the Trade Accounts, but are taken into account in estimating the visible trade balance.

Table 5.

United Kingdom exports: Machinery and transport equipment

£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1965	Year 1966	Year 1967
Machinery other than electric	932·5 (+ *8*)	1,043·5 (+*12*)	1,035·7 (— *1*)
Aircraft engines	55·2 (+*25*)	71·1 (+*29*)	87·6 (+*23*)
Internal combustion engines, other than aircraft	105·9 (+*21*)	107·2 (+ *1*)	105·8 (— *1*)
Other power generating equipment	29·9 (—*13*)	31·4 (+ *5*)	37·3 (+*19*)
Tractors	100·8 (— *4*)	112·9 (+*12*)	96·8 (—*14*)
Other agricultural machinery	28·9 (— *1*)	30·4 (+ *5*)	26·8 (—*12*)
Office machines	44·7 (+*11*)	77·3 (+*73*)	78·5 (+ *2*)
Metal working machinery	63·2 (— *2*)	55·4 (—*12*)	54·9 (— *1*)
Textile leather machinery	86·7 (+ *6*)	98·2 (+*13*)	93·8 (— *4*)
Machines for special industries	124·8 (+ *7*)	125·1 (+ *0*)	122·8 (— *2*)
Heating and cooling equipment	34·4 (+*10*)	42·5 (+*24*)	50·0 (+*18*)
Pumps, centrifuges, etc.	51·6 (+*15*)	50·7 (— *2*)	50·1 (— *1*)
Mechanical handling equipment	42·0 (+*11*)	47·9 (+*14*)	44·2 (— *8*)
Other machinery	164·6 (+*14*)	193·4 (+*18*)	187·1 (— *3*)
Electrical machinery	330·5 (+ *5*)	345·5 (+ *5*)	344·9 (— *0*)
Electric power machinery	49·4 (+*17*)	51·3 (+ *4*)	55·0 (+ *7*)
Switchgear	37·3 (+*19*)	36·1 (— *3*)	33·9 (— *6*)
Electric distribution equipment	33·9 (— *4*)	38·2 (+*13*)	31·5 (—*18*)
Televisions, radios	7·6 (— *5*)	7·6 (— *0*)	6·0 (—*21*)
Other telecommunications equipment	72·0 (— *1*)	79·5 (+*10*)	83·3 (+ *5*)
Domestic electric equipment	32·2 (— *7*)	28·5 (—*11*)	27·0 (— *5*)
Other electrical machinery	98·1 (+ *9*)	104·3 (+ *6*)	108·1 (+ *4*)
Transport equipment	724·1 (+*11*)	791·8 (+ *9*)	727·1 (— *8*)
Road motor vehicles	566·1 (+ *5*)	576·0 (+ *2*)	522·8 (— *9*)
Cars and chassis	250·9 (— *2*)	234·3 (— *7*)	211·5 (—*10*)
Commercial vehicles and chassis	131·5 (+ *6*)	138·4 (+ *5*)	113·7 (—*18*)
Aircraft and parts	80·9 (+*86*)	130·0 (+*61*)	97·8 (—*25*)
Ships and boats	34·1 (+*14*)	47·8 (+*40*)	69·0 (+*44*)
Machinery and transport equipment	1,987·1 (+ *9*)	2,180·8 (+*10*)	2,107·7 (— *3*)

Table 6. United Kingdom exports: Other manufactures

£ million f.o.b.
(*percentage change on a year earlier*)

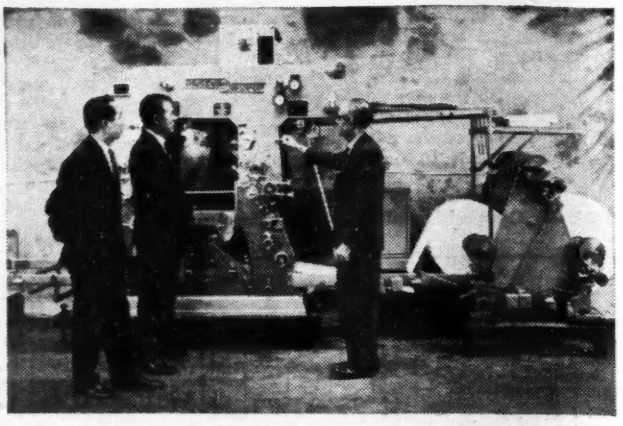
	Year 1965	Year 1966	Year 1967
Chemicals	441·7 (+ *7*)	469·3 (+ *6*)	492·8 (+ *5*)
Chemical elements and compounds	106·8 (+ *3*)	110·9 (+ *4*)	117·8 (+ *6*)
Dyeing, tanning and colouring materials	54·5 (+ *1*)	56·4 (+ *3*)	57·8 (+ *3*)
Medicinal and pharmaceutical products	66·8 (+*13*)	73·2 (+*10*)	78·4 (+ *7*)
Essential oils, toilet, polishing and cleansing preparations	37·5 (+ *2*)	40·6 (+ *8*)	43·4 (+ *7*)
Fertilizers	8·2 (+*39*)	7·9 (— *4*)	8·4 (+ *7*)
Plastic materials	83·4 (+*12*)	89·4 (+ *7*)	94·2 (+ *5*)
Manufactured goods classified chiefly by material	1,210·9 (+ *6*)	1,249·0 (+ *3*)	1,258·2 (+ *1*)
Leather, leather manufactures, etc.	30·4 (+ *3*)	33·0 (+ *8*)	30·5 (— *8*)
Rubber manufactures	46·9 (— *3*)	47·8 (+ *2*)	53·8 (+*13*)
Wood and cork manufactures, etc.	5·8 (+ *2*)	4·8 (—*18*)	5·2 (+ *9*)
Paper	50·7 (+ *5*)	53·9 (+ *6*)	53·7 (— *0*)
Textile manufactures	274·3 (— *0*)	261·0 (— *5*)	250·3 (— *4*)
Wool yarns and woven fabrics	88·5 (— *1*)	84·1 (— *5*)	78·0 (— *7*)
Cotton yarns and woven fabrics	42·0 (— *6*)	37·5 (—*11*)	33·6 (—*10*)
Man-made fibre yarns and woven fabrics	58·0 (— *1*)	55·1 (— *5*)	57·4 (+ *4*)
Miscellaneous textile manufactures	85·8 (+ *4*)	84·3 (— *2*)	81·3 (— *4*)
Non-metallic mineral manufactures, n.e.s.	244·9 (+ *5*)	286·1 (+*17*)	276·0 (— *4*)
Pottery and glass	42·4 (+ *3*)	45·2 (+ *6*)	45·2 (+ *0*)
Precious stones	166·2 (+ *5*)	204·5 (+*23*)	195·7 (— *4*)
Iron and steel	234·4 (+ *8*)	215·1 (— *8*)	229·0 (+ *6*)
Non-ferrous metals	167·6 (+*24*)	192·2 (+*15*)	206·3 (+ *7*)
Miscellaneous metal manufactures	155·9 (+ *8*)	155·2 (— *0*)	153·2 (— *1*)
Miscellaneous manufactured articles	357·9 (+*13*)	379·6 (+ *6*)	411·9 (+ *9*)
Clothing and footwear	64·8 (+*12*)	69·3 (+ *7*)	83·4 (+*20*)
Scientific instruments	100·5 (+*13*)	113·8 (+*13*)	121·7 (+ *7*)
Printed matter	50·7 (+ *9*)	51·4 (+ *1*)	55·8 (+ *8*)

(*Continued on next page*)

Table 7. Other exports

£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1965	Year 1966	Year 1967
Food and live animals	154·8 (— 3)	168·6 (+ 9)	167·8 (— 1)
Live animals	36·9 (+14)	22·8 (—38)	25·6 (+13)
Cereals and cereal preparations	21·9 (+16)	41·6 (+90)	40·5 (— 3)
Sugar and sugar preparations	23·8 (—45)	21·7 (— 9)	23·1 (+ 6)
Beverages and tobacco	143·2 (+16)	158·7 (+11)	162·8 (+ 3)
Whisky	107·6 (+17)	120·4 (+12)	122·4 (+ 2)
Tobacco and tobacco manufactures	20·0 (+18)	21·9 (+10)	23·7 (+ 8)
Crude materials and animal and vegetable oils and fats	150·9 (— 5)	154·6 (+ 2)	152·0 (— 2)
Wool tops	29·0 (—24)	28·7 (— 1)	22·5 (—21)
Other textile fibres	56·9 (— 5)	56·2 (— 1)	53·5 (— 5)
Mineral fuels, lubricants and related materials	133·4 (— 4)	134·2 (+ 1)	128·6 (— 4)
Coal, coke and briquettes	25·4 (—31)	20·0 (—21)	14·0 (—30)
Petroleum products	97·8 (+ 9)	105·2 (+ 8)	105·2 (+ 0)



During 1967 Timsons finalized an agency agreement giving Ataka and Co. the selling rights for Japan. The Wun-Up Mark II rotary forms press shown in the picture is the first Timson press to be exported to Japan. Mr. C. H. Dickinson, a director of Timsons, is explaining the details of the Wun-Up to Mr. Z. Miyazaki and Mr. Y. Yamawaki, executives of Ataka and Co. (UK) Ltd. Japanese printers have shown such a great deal of interest in Timsons equipment that it has been decided to show a Litho Wun-Up at the Japan Printing Exhibition at Osaka in May this year.

Table 8. Analysis of the change in United Kingdom exports between 1966 and 1967 by area and commodity

£ million f.o.b. (*percentage change on a year earlier in brackets*)

Areas	All commodities	Non-manufactures	Manufactures							
			Total manufactures	Chemicals and semi-manufactures	Machinery and transport equipment					
					Total		Non-electrical machinery		Electrical machinery		Transport equipment	
World	—21·0	(—0·4)	— 8·1	(—0·2)	+32·7	(+1·9)	—73·1	(—3·4)	— 7·8	(— 0·7)	— 0·6	(— 0·2)	—64·6	(— 8·2)
Sterling Area*	—58·8	(—3·7)	— 4·4	(— 2·3)	— 4·8	(—0·9)	—53·9	(—7·0)	—15·7	(— 5·0)	— 5·2	(— 3·3)	—32·9	(—11·1)
Western Europe	+14·8	(+0·8)	—18·7	(— 5·3)	+16·7	(+2·5)	+ 5·9	(+0·8)	— 9·4	(— 2·4)	+ 2·5	(+ 2·3)	+12·8	(+ 5·3)
EEC	+ 6·9	(+0·7)	— 6·6	(— 4·0)	— 3·3	(—0·9)	+17·4	(+5·0)	+ 1·4	(+ 0·7)	+ 4·0	(+ 7·8)	+12·1	(+12·7)
EFTA	+18·7	(+2·5)	— 6·2	(— 4·2)	+18·6	(+7·2)	— 4·5	(—1·6)	— 6·8	(— 5·6)	+ 2·4	(+ 6·0)	— 0·0	(— 0·1)
Other Western Europe	—10·6	(—5·3)	— 5·9	(—16·2)	+ 1·4	(+2·5)	— 7·1	(—7·2)	— 4·0	(— 6·8)	— 3·9	(—23·9)	+ 0·8	(+ 3·4)
North America	—14·2	(—1·7)	+ 2·3	(+ 1·6)	— 3·3	(—1·2)	—20·6	(—6·1)	+16·3	(+16·0)	+ 3·7	(+10·5)	—40·6	—25·0)
Rest of World*	+37·2	(+5·1)	+ 7·8	(+ 9·4)	+24·2	(+9·1)	— 4·5	(—1·3)	+ 1·1	(+ 0·5)	— 1·7	(— 3·8)	— 3·9	(— 4·2)

* Rhodesia is included in the 'Rest of World', not in Sterling Area

Table 9. Selected re-exports

£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1965	Year 1966	Year 1967
Tea	11·2 (+ 6)	11·9 (+ 6)	10·3 (—13)
Beverages	6·3 (— 3)	6·0 (— 5)	5·6 (— 6)
Fur skins, undressed	29·4 (+14)	33·1 (+13)	25·0 (—24)
Rubber	1·9 (—40)	1·5 (—20)	2·0 (+33)
Sheep's and lambs' wool, raw	4·6 (—11)	3·8 (—18)	3·0 (—20)
Petroleum and petroleum products	0·3	0·2	3·7
Chemicals	9·5 (+60)	10·3 (+ 9)	7·8 (—24)
Leather, leather manufactures and dressed furs	3·2 (+16)	3·7 (+15)	3·1 (—17)
Non-ferrous metals	19·1 (+56)	22·2 (+16)	15·4 (—31)
Aircraft engines	12·5 (— 0)	11·9 (— 4)	14·0 (+18)
Electric machinery, apparatus, etc.	9·4 (+12)	11·6 (+24)	13·8 (+19)
Works of art	4·6 (— 7)	3·4 (—27)	3·9 (+16)

Table 10. Volume of United Kingdom exports

(1961 = 100)

	1960	1962	1963	1964	1965	1966	1967
Total	97	102	108	111	117	121	119
Non-manufactures	92	110	120	115	121	128	131
Manufactured goods	97	101	106	111	117	120	118
Chemicals	93	107	113	126	131	139	148
Textiles	109	99	101	105	104	97	94
Metals	98	100	100	102	109	105	108
Machinery and transport equipment	97	100	107	107	114	120	112
Other	93	102	110	123	128	134	136

Imports and United Kingdom exports

Quarters or quarterly averages

£ million

Section and Division	Imports				United Kingdom Exports			
	1st qtr. 1967	2nd qtr. 1967	3rd qtr. 1967	4th qtr. 1967	1st qtr. 1967	2nd qtr. 1967	3rd qtr. 1967	4th qtr. 1967
0. Food and Live Animals . . . . . Total	419·0	421·3	373·2	397·8	47·7	42·4	37·7	40·0
00 Live animals	11·6	13·1	14·4	11·7	5 ·1	7·7	6·4	6·4
01 Meat and meat preparations	94·9	99·7	95·7	82·2	3·3	2·9	2·1	1·8
02 Dairy products and eggs	58·1	48·1	42·0	59·4	2·8	2·8	2·5	3·0
03 Fish and fish preparations	18·2	17·5	13·0	19·1	2·4	2·4	2·2	2·5
04 Cereals and cereal preparations	57·3	59·1	53·7	52·3	15·6	9·4	7·4	8·1
05 Fruit and vegetables	82·5	99·4	69·4	75·8	3·8	2·3	2·4	4·7
06 Sugar, sugar preparations and honey	24·3	26·5	28·5	23·8	5·5	6·4	6·3	4·8
07 Coffee, cocoa and preparations, tea and spices	49·5	36·4	36·1	48·9	3·3	3·3	4·0	4·2
08 Feeding stuff for animals	17·4	16·4	15·2	18·3	2·8	2·0	1·8	1·8
09 Miscellaneous food preparations	5·1	5·1	5·2	6·1	2·8	3·1	2·6	2·6
1. Beverages and Tobacco . . . . . Total	29·3	37·2	36·4	51·0	33·7	42·2	38·7	48·2
11 Beverages	12·5	14·7	17·7	19·6	28·2	35·8	32·4	42·6
12 Tobacco	16·8	22·5	18·8	31·5	5·5	6·3	6·3	5·6
2. Crude Materials, Inedible	233·1	235·9	238·8	242·6	37·9	38·6	36·1	33·4
21 Hides, skins and fur skins, undressed	15·6	10·5	10·3	14·5	2·0	2·1	1·4	2·0
22 Oil seeds, oil nuts and oil kernels	8·7	9·2	7·9	11·0	0·1	0·1	0·1	0·0
23 Crude rubber (including synthetic and reclaimed)	12·8	9·5	10·8	11·5	2·5	2·8	2·9	2·9
24 Wood, lumber and cork	32·5	46·2	62·7	50·6	0·2	0·1	0·1	0·1
25 Pulp and waste paper	31·5	32·5	28·5	33·9	0·5	0·5	0·4	0·5
26 Textile fibres, not manufactured and their waste	61·0	53·8	38·8	43·1	21·4	20·6	17·6	16·6
27 Crude fertilizers and minerals	12·0	13·5	13·0	13·4	5·9	6·4	6·2	6·5
28 Metalliferous ores and metal scrap	45·8	49·9	54·8	52·6	4·3	5·2	6·6	3·9
29 Crude animal and vegetable materials	13·3	10·8	11·9	12·1	1·1	0·9	0·9	1·0
3. Mineral Fuels, Lubricants, etc. . . . . Total	177·2	155·9	180·0	218·2	36·7	33·3	29·1	29·5
33 Petroleum and petroleum products	171·8	152·3	178·5	213·7	32·6	30·1	25·9	25·7
Coal, coke, gas and electric energy	5·3	3·6	1·4	4·5	4·0	3·2	3·2	3·8
4. Animal and Vegetable Oils and Fats . . . Total	14·8	16·1	17·9	14·0	1·8	1·6	1·3	1·3
5. Chemicals . . . . . Total	83·2	84·5	79·3	82·5	128·8	136·4	116·6	111·1
51 Chemical elements and compounds	36·1	35·8	33·7	32·7	30·5	31·0	28·0	28·3
53 Dyeing, tanning and colouring materials	4·6	4·9	4·5	4·9	15·0	15·2	13·8	13·9
54 Medicinal and pharmaceutical products	3·6	3·3	3·9	5·1	20·5	21·3	17·8	18·8
55 Essential oils and perfume materials	4·5	4·4	3·9	3·7	11·2	11·3	10·9	10·0
56 Fertilizers, manufactured	6·6	6·7	6·3	6·8	3·0	2·4	2·1	1·0
58 Plastic materials and artificial resins	15·9	16·9	15·7	16·7	23·9	26·9	22·6	20·8
All other chemical materials and products	11·9	12·4	11·3	12·6	24·7	28·2	21·4	18·3
6. Manufactured Goods Classified Chiefly by Material Total	328·7	325·4	288·2	329·5	339·7	328·4	301·7	288·4
61 Leather, leather manufactures and dressed furs	6·5	7·6	6·4	6·9	7·8	8·1	7·0	7·7
62 Rubber manufactures, n.e.s.	3·7	4·2	3·5	4·0	13·0	14·6	13·1	13·0
63 Wood and cork manufactures (excluding furniture)	21·7	21·9	18·4	19·1	1·4	1·4	1·3	1·1
64 Paper, paperboard and manufactures thereof	40·1	38·7	36·5	39·9	14·2	13·7	13·5	12·3
65 Textile yarn, fabrics and articles	46·6	42·7	42·3	50·5	68·1	66·1	57·5	58·6
66 Non-metallic mineral manufactures	73·6	65·7	52·1	59·5	82·5	64·2	68·6	60·8
67 Iron and steel	26·6	31·7	29·1	32·8	59·3	63·1	56·3	50·3
68 Non-ferrous metals	95·2	97·2	86·3	101·8	51·0	56·5	48·5	50·3
69 Manufactures of metal, n.e.s.	14·8	15·8	13·7	15·0	42·3	40·8	35·9	34·3
7. Machinery and Transport Equipment . . . Total	205·7	235·4	198·6	227·3	571·6	575·8	482·7	477·6
71 Machinery other than electric	129·0	136·4	117·1	129·4	275·1	280·2	237·3	243·1
72 Electrical machinery, apparatus and appliances	43·4	46·7	42·3	51·6	94·1	91·7	78·7	80·3
73 Transport equipment	33·4	52·4	39·2	46·2	202·3	203·9	166·7	154·2
8. Miscellaneous Manufactured Articles . . . Total	89·3	93·0	92·0	102·5	98·6	104·8	108·7	99·8
81 Sanitary, plumbing, heating and lighting fixtures and fittings	1·3	1·3	1·5	1·8	3·0	2·9	2·6	2·6
82 Furniture	2·5	3·0	2·8	2·9	3·7	4·3	3·3	3·4
83 Travel goods, handbags and similar articles	1·0	1·2	1·2	1·2	0·7	0·7	0·8	0·6
84 Clothing	20·7	18·8	21·6	22·2	13·5	12·8	19·9	17·3
85 Footwear	8·1	6·5	6·3	5·8	4·4	3·9	6·5	5·2
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	22·4	25·6	23·5	26·8	31·2	33·1	29·5	27·9
89 Miscellaneous manufactured articles, n.e.s.	33·2	36·5	35·2	41·7	42·1	47·1	46·2	42·7
5-8 Manufactured Goods . . . . . Total	706·9	738·3	658·0	741·8	1,138·6	1,145·3	1,009·7	976·9
9. Commodities and Transactions not Classified according to Kind . . . . . Total	29·1	15·6	19·1	23·0	38·1	34·7	32·4	39·0
TOTAL ALL SECTIONS	1,609·4	1,620·3	1,523·4	1,688·4	1,334·5	1,338·2	1,185·0	1,168·2

(*Continued on next page*)

COMMODITY PATTERN OF IMPORTS

The changing pattern

THE strong growth in imports of finished manufactures has continued to be the most important factor in the changing composition of trade. These imports, which are also the fastest growing components of trade of other industrial countries, now account for over 19 per cent of United Kingdom total imports; ten years ago they were only 6½ per cent. At the same time other components of trade have tended to decline moderately in importance particularly the categories of food, beverages and tobacco and basic materials. Despite the declining trend in basic materials, imports of industrial materials as a whole (basic materials and semi-manufactures) continued to account for the largest part of our total imports, with imports of food, beverages and tobacco second in magnitude.

Imports of industrial materials as a whole accounted for about 41 per cent of total imports last year, slightly less than in the two previous years. A fall both in prices and in volume of basic materials in 1967 contributed to this result; the proportion of semi-manufactured goods remained the same as in 1966, at 25 per cent. There has over the years been a tendency to switch from imports of basic materials to purchases of semi-manufactured goods, as output of these goods has been developed, both by countries producing the basic materials, and other developing countries.

The share of the total of imports of food, beverages and tobacco continued to decline last year, but this is more because other imports, such as manufactures, have grown rapidly, rather than because of any absolute decline in food imports; these have continued to grow moderately. Fluctuating prices and output affect the share of this group from year to year, and food prices generally fell last year.

The proportion of mineral fuels and lubricants has not varied very much over the last decade. It has remained somewhere between 10 and 11 per cent. The share in 1967 was 11 per cent, and slightly higher than in 1966.

Food, beverages and tobacco

There was renewed growth in imports of food, beverages and tobacco last year. Prior to this, although there had been the usual short term changes there had been little overall change in the average level of this group of imports for the past two years. Almost all the increase in 1967, of £54 million (3 per cent), was accounted for by a higher volume of goods and there was little change in the average price position. Prices had been falling slightly after the rise at the turn of the year, but, partly owing to the effects of the devaluation of sterling, but also with some earlier commodity price rises, they recovered in the fourth quarter of last year. The pattern of arrivals during 1967 was one of strong growth in the first half year, following below average imports towards the end of 1966, and some easing back in the second half of the year.

Within the total for the group, food imports accounted for the greater part of the year on year change but beverages showed a sharp rise following the removal of the temporary import charge and tobacco imports increased moderately.

Imports of food (including live animals) were £39 million (2 per cent) more in value last year than in 1966. The increases were widespread and the commodities showing the most marked rises were dairy produce and eggs; fruit and vegetables; certain cereals; fish and cocoa. There were few classes which declined, but sugar and some feeding stuffs were reduced while imports of meat and meat preparations were little changed.

Imports of fruit and vegetables were £15 million (5 per cent) more in 1967 than in 1966, though at a somewhat lower rate than in 1966, when the increase was 9 per cent. Imports were high at the turn of the year, but levelled out at around the level of the second half of 1966 until the fourth quarter of last year when they rose significantly.

There was a rise in imports of dairy produce and eggs last year after the easing back in the previous two years following the sharp rise in 1964 at £208 million, they were 6 per cent higher than in 1966 and reached the 1965 level. Heavier imports of butter and cheese from New Zealand and from the Irish Republic accounted for a large part of the rise. Against this, there was a marked decrease in the value of butter imports from Australia.

The only other imported group of food commodities to show a significant increase over 1966 was that of tea, coffee and cocoa. These were £9 million, 6 per cent higher. All the increase was in imports of tea and cocoa, whilst imports of coffee fell. Greater imports by quantity of tea from India and Ceylon and of cocoa from Ghana, plus the rise in cocoa prices generally, led to the higher values in 1967. Among the other groups of food imports which increased last year, higher imports of canned salmon and increased arrivals of maize and barley were important items. Imports of other feeding stuffs fell. There was a moderate rise in imports of live animals.

The value of meat imports has been fairly steady since the sharp rise in 1964 and there was little change last year. There were some variations within the group, however. Mutton and lamb prices were reduced from the higher 1966 levels and there were heavier imports mainly from New Zealand. With lower prices as well as a lower volume, imports of beef and veal were reduced.

Table 11. Volume of imports

(1961 = 100)

	1960	1962	1963	1964	1965	1966	1967
Total	101	103	107	119	120	122	132
Food, beverages and tobacco	100	104	102	104	102	101	104
Basic materials	107	96	101	108	107	102	101
Mineral fuels, lubricants, etc.	96	112	119	128	140	154	166
Manufactured goods	100	103	112	136	137	146	168

Table 12. Composition of imports

Per cent

	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967
Food, beverages and tobacco	38·9	37·2	33·1	32·7	33·9	33·6	31·1	29·7	28·8	27·4
Industrial materials	41·2	41·5	44·8	43·6	40·6	41·0	42·9	43·1	42·7	40·6
Basic materials	23·6	23·1	23·2	22·2	20·0	19·9	19·6	19·3	17·8	15·7
Manufactures chiefly for further processing	17·6	18·4	21·6	21·4	20·6	21·1	23·3	23·8	24·9	24·9
Minerals, fuels and lubricants	11·4	11·4	10·3	10·6	11·5	11·1	10·2	10·6	10·5	11·4
Finished manufactures	7·9	9·2	11·1	12·2	13·0	13·1	14·7	15·3	16·7	19·3
Miscellaneous	0·6	0·7	0·7	0·9	1·0	1·2	1·1	1·2	1·3	1·3

Table 13. Imports: Food, beverages and tobacco

£ million c.i.f.
(*percentage change on a year earlier*)

	Year 1965	Year 1966	Year 1967
Food and live animals	1,571·2 (— 3)	1,572·5 (+ 0)	1,611·3 (+ 2)
Live animals	47·7 (—19)	49·4 (+ 4)	50·8 (+ 3)
Meat and meat preparations	367·7 (— 0)	374·3 (+ 2)	372·5 (— 0)
Beef and veal	79·7 (— 7)	76·9 (— 4)	67·2 (—13)
Th. tons	290 (—16)	286 (— 2)	269 (— 6)
Mutton and lamb	75·5 (+ 7)	67·3 (—11)	69·5 (+ 3)
Th. tons	345 (+ 2)	316 (— 9)	340 (+ 8)
Bacon	108·6 (— 3)	122·8 (+13)	123·6 (+ 1)
Th. tons	397 (+ 2)	397 (+ 0)	402 (+ 1)
Dairy products and eggs	208·0 (—3)	195·0 (—6)	207·6 (+ 6)
Butter	146·9 (— 7)	138·3 (— 6)	139·6 (+ 1)
Th. tons	439 (— 5)	444 (+ 1)	450 (+ 1)
Fish and fish preparations	67·6 (+ 1)	62·0 (— 8)	67·8 (+ 9)
Raw sugars	93·2 (—29)	96·3 (+ 3)	92·1 (— 4)
Th. tons	2,088 (— 5)	2,119 (+ 2)	2,109 (— 0)
Cocoa beans	12·3 (—17)	14·9 (+22)	17·9 (+20)
Th. tons	81 (+ 5)	106 (+31)	87 (—18)
Tea and maté	107·5 (— 1)	99·0 (— 8)	105·9 (+ 7)
Th. tons	249 (+ 4)	229 (— 8)	244 (+ 7)
Cereals and feeding stuff for animals	307·5 (+ 7)	290·3 (— 6)	289·7 (— 0)
Fruit and vegetables	288·0 (+ 2)	312·6 (+ 9)	327·2 (+ 5)
Beverages and tobacco	136·7 (— 8)	139·1 (+ 2)	154·0 (+11)
Beverages	52·7 (— 9)	54·4 (+ 3)	64·5 (+18)
Tobacco and tobacco manufactures	84·0 (— 8)	84·6 (+ 1)	89·5 (+ 6)

Imports of bacon were higher last year despite generally lower prices, with increased deliveries from Denmark and Poland.

With sugar prices falling and the quantities of both raw and refined sugar imported reduced last year, the value of sugar imports was £4 million (4 per cent) less than in 1966.

Imports of beverages, a category previously subject to the import charge, rose £10 million (18 per cent) in 1967 compared with 1966. The high figures early in the year owed much to the postponement of deliveries in late 1966 pending the removal of the import charge at the end of November. The subsequent influx of these goods was not confined to December but continued well into 1967. After some easing back these imports started to expand again in the third quarter, and were exceptionally high in the last quarter of the year.

The value of tobacco imported in 1967 increased, reflecting higher quantities. The rise in value was £5 million (6 per cent). With alternative sources of supply becoming available and replacing some imports that in earlier years would have come from Rhodesia, prices were slightly lower on average than in 1966. Supplies of cheaper tobacco, imported in larger quantities from India, contributed to a reduction in the average unit cost in 1967. The price of tobacco imported from Canada continued to rise, although that from the United States was slightly lower. The switch to different markets for about a third of our import requirements has meant not only that average unit prices have been affected but, also, that the seasonal pattern has changed. Imports of tobacco rose sharply in value in both the first and second quarters of 1967, then slumped markedly in the third quarter, and recovered a little at the end of the year.

Industrial materials

Between 1966 and 1967 the value of imports of industrial materials increased by 3 per cent. This was about the same as the average annual rate of growth in the past decade; however, with prices on average lower than in 1966 (despite a sharp rise in sterling prices following devaluation in November), the volume of imports showed a substantial rise in a year when lower industrial output and stockbuilding might have been expected to require lower supplies of imported materials. The increase in volume was almost entirely attributable to higher imports of semi-manufactures, which had been restrained by the temporary import charge in the two previous years; imported basic materials fell slightly in volume and moderately by value.

Prices of industrial materials were easing back in the first three quarters of 1967 but following devaluation there were marked increases in the unit values of many classes of basic materials and semi-manufactures. Between October, the month preceding devaluation, and December, the first full month after, the unit value index for industrial materials increased by 8 per cent.

The increase in the value of industrial materials as a whole was £75 million, with semi-manufactures rising £122 million (8 per cent), but imports of basic materials falling by £47 million (4½ per cent). The increase by value of 3 per cent in industrial materials consisted of a rise of 5½ per cent in volume combined with a fall in unit values of about 2½ per cent. There was little change in the volume of imports of basic materials, which were about half of 1 per cent lower in 1966, whereas imports of semi-manufactures were 10 per cent higher in volume, with prices down by about 2 per cent. The rise in semi-manufactures was largely attributed to the lifting of the import charge; the advance knowledge of its removal at the end of November 1966 having the effect of curbing imports in late 1966, and causing arrivals to rise sharply in early 1967. Following the removal of the charge the volume of these imports rose strongly in the first half of 1967 before easing back in the third quarter and rising again in the last few months of the year, when industrial production was showing signs of re-expansion. There appeared to be an increase last year in consumption of semi-manufactures previously subject to the import charge as well as some replenishment of stocks which had been run down earlier. The most marked rise amongst formerly chargeable goods were in imports of iron and steel manufactures; paper and board; cotton and other textiles; wood manufactures and a wide range of chemical products. Imports of diamonds which were excluded from the charge, were also much higher, but imports of non-ferrous metals, which also had not been subject to the charge, were smaller in quantity and value.

The fall in imports of basic materials last year was fairly widespread over most commodities. An exception was imports which levelled out again after the sharp fall in 1966. There was a slight rise in imports of sawn softwood (due to larger quantities) which was more than offset by a fall in imports of pitprops and other unsawn wood. Wood pulp imports continued to decline in value despite a rise in price and were £7 million (5 per cent) less than in 1966. The fall of £10 million (9 per cent) in the value of imports of raw wool was due almost entirely to lower prices. Prices had been falling slowly since the sharp drop in 1965, but following devaluation there was a moderate increase in the sterling price. Imports of hides and skins were lower by nearly a quarter in 1967, but they had been at an exceptionally high level in 1966 due in the main to high prices. Prices fell last year, and there was also an appreciable decline in the weight of skins imported. Though imports of metalliferous ores and scrap recovered to reach very nearly the 1965 level, with an increase of £14 million (7 per cent), imports of iron ore were little changed after the sharp fall in 1966. There was a further fall in imports of crude rubber, but imports of synthetic rubber continued to increase.

Among imports of semi-manufactures, the largest increase last year was in imports of chemicals. This wide category of products, which had mostly been liable to the import charge, increased by £36 million (12 per cent), as compared with 1966. This rate of growth was considerably above the rate for 1966, and rather faster

(*Continued on next page*)

Table 14. Imports: Materials and fuels

(percentage change on a year earlier) £ million c.i.f.

	Year 1965	Year 1966	Year 1967
Crude materials	1,044·9 (— *2*)	997·2 (— *5*)	950·5 (— *5*)
Oil seeds, oil nuts and oil kernels	49·1 (+ *3*)	44·8 (— *9*)	36·8 (—*18*)
Wood, lumber and cork	220·2 (+ *1*)	194·2 (—*12*)	191·9 (— *1*)
Sawn softwood	168·3 (+ *1*)	149·2 (—*11*)	151·9 (+ *2*)
Th. standards	1,698 (— *5*)	1,679 (—*12*)	1,778 (+ *6*)
Woodpulp	139·3 (+ *2*)	133·6 (— *4*)	126·4 (— *5*)
Th. tons	2,962 (— *1*)	2,928 (— *1*)	2,732 (— *7*)
Wool and other animal hair and tops	131·4 (—*18*)	123·8 (— *6*)	112·0 (—*10*)
Raw wool	115·4 (—*21*)	110·0 (— *5*)	99·8 (— *9*)
Th. tons	249 (— *2*)	233 (— *6*)	232 (— *0*)
Raw cotton	48·0 (—*16*)	46·8 (— *3*)	37·9 (—*19*)
Th. tons	204 (—*15*)	209 (+ *2*)	167 (—*20*)
Metalliferous ores and scrap	201·6 (+ *9*)	189·2 (— *6*)	203·0 (+ *7*)
Iron ore	84·3 (+ *1*)	69·6 (—*17*)	69·3 (— *0*)
Th. tons	18,857 (+ *1*)	15,943 (—*15*)	16,080 (+ *1*)
Hides and skins	55·8 (— *3*)	66·5 (+*19*)	51·0 (—*23*)
Crude rubber	47·3 (— *6*)	46·1 (— *2*)	44·6 (— *3*)
Animal and vegetable oils and fats	64·4 (+*20*)	63·4 (— *2*)	62·7 (— *1*)
Chemicals	283·2 (+*12*)	293·9 (+ *4*)	329·4 (+*12*)
Manufactured goods classified chiefly by material	1,087·5 (+ *1*)	1,185·2 (+ *9*)	1,271·8 (+ *7*)
Wood manufactures	69·6 (+ *6*)	66·2 (— *5*)	81·0 (+*22*)
Newsprint paper and board	122·9 (— *7*)	133·4 (+ *9*)	155·1 (+*16*)
Cotton yarns and fabrics	56·2 (—*22*)	55·4 (— *1*)	64·0 (+*15*)
Other textile manufactures	95·3 (— *9*)	103·4 (+ *9*)	118·1 (+*14*)
Iron and steel	78·0 (—*26*)	87·7 (+*12*)	120·1 (+*37*)
Th. tons	1,200 (—*44*)	1,556 (+*30*)	2,160 (+*39*)
Non-ferrous metals	366·7 (+*12*)	421·5 (+*15*)	380·5 (—*10*)
Copper	177·6 (+*32*)	221·1 (+*24*)	181·9 (—*18*)
Th. tons	584 (+*10*)	510 (—*13*)	452 (—*11*)
Aluminium	69·9 (— *2*)	76·0 (+ *9*)	72·2 (— *5*)
Total industrial materials(1)	2,480·1 (+ *2*)	2,539·7 (+ *2*)	2,614·5 (+ *3*)
Mineral fuels, lubricants and related materials	609·2 (+ *4*)	624·8 (+ *3*)	731·3 (+*17*)
Crude petroleum	424·7 (+ *4*)	425·5 (+ *0*)	489·0 (+*15*)
Th. tons	65,653 (+*11*)	70,153 (+ *7*)	73,462 (+ *5*)
Petroleum products	166·7 (+ *0*)	178·7 (+ *7*)	220·4 (+*23*)
Th. tons	19,712 (+ *8*)	21,196 (+ *8*)	23,543 (+*11*)

(1) Crude materials, animal and vegetable oils and fats, chemicals and manufactured goods classified chiefly by materials.

than the average rate of growth of 9 per cent over the past ten years. The value of all the main types of chemicals was higher last year, and the most marked increases were in imports of chemical elements, fertilizers and plastics materials. Amongst other semi-manufactured goods, imports of iron and steel products accounted for a large part of the remainder of the increase. These rose by £32 million with increases both in price and quantity, and were well over a third more in value than in 1966. The total value exceeded the peak values reached in 1964 before the import charge was introduced; it included, however, a substantial increase amounting to £9 million for purchases of large diameter cast-iron pipe for use in connection with North Sea gas. Other marked rises associated with the removal of the import charge occurred in imports of paper and board (imports of newsprint were little changed); imports of cotton yarns and cotton fabrics (both grey and bleached) and some other textile manufactures. Imports of wood manufactures were also very much higher in 1967.

Among classes of intermediate products which had not been subject to the temporary import charge, imports of precious stones, many of which become part of our exports, increased by £26 million (14 per cent) in 1967. Imports of non-ferrous metals, the other main category of non-chargeable semis, constitute a sizeable part of the group of semi-manufactures (in 1966 they accounted for well over a quarter of the total value). Last year, there was a fall of £41 million (10 per cent) as compared with 1966, within which imports of copper fell by £39 million (18 per cent). With the substantial rise in copper prices that has occurred since 1964, the value of copper imports increased by a third in 1965 and by a further 25 per cent in 1966 before delclining last year. Imports of aluminium, lead and zinc were also very much less in 1967,

Mineral fuels and lubricants

The Middle East crisis, including the closure of the Suez Canal and the subsequent increases in freight charges and oil prices, seriously affected fuel imports in 1967. They were £107 million (17 per cent) more in value than in 1966, reflecting roughly equal rises in volume and average prices. Up to the time of the Middle East hostilities in June last year the landed prices of oil imports had been falling for some time, and the volume had been on a marked upward trend. The disturbed situation caused sharp fluctuations in deliveries of oil, with much reduced imports in June and July, followed by some recovery in quantities allied with higher freight costs and dearer supplies from alternative sources, in the remainder of the third quarter. There was a further increase in the last quarter of 1967 with prices still high and a much higher volume following the ending of the oil embargo in the Middle East.

There were substantial increases last year in the quantities and prices of petroleum products and in imports of crude petroleum. The rise in the value of crude petroleum was £63 million (15 per cent) and in petroleum products £42 million (23 per cent).

With the need in the summer to find alternative sources of supplies of oil, there was a switch to American markets, to the United States in particular, to Iran and to a lesser extent Venezuela, leading to crude petroleum imports from these countries being exceptionally high last year. In value more than a quarter of imports of crude petroleum last year were obtained from Iran; imports from that country amounted to nearly five times the 1966 figure.

Finished manufactures

Imports of finished manufactures (Sections 7 and 8 of the Overseas Trade Accounts) were markedly higher last year. They reached a total some £209 million (21 per cent) more than in 1966 (excluding United States military aircraft); including these aircraft they were £252 million higher. Imports by value of consumer and capital goods both increased by about a quarter in 1967; arrivals of capital goods, being about three-quarters of the total of the group, accounted for the major part of the increase. The rise in imports of both capital and consumer goods was in part due to the removal of the import charge to which nearly all the goods had been subject. With the sharp increase in these imports, there seemed to be increased consumption and also replenishment of stocks of these goods; in addition some of the imports which arrived early in 1967 appeared to have been deferred from the latter months of 1966 in order to avoid the cost of the charge.

Imports of capital goods were £138 million more in 1967 than in 1966 (excluding United States military aircraft). Imports of United States military aircraft increased to some £45 million compared with only £2 million in 1966. A large part of the increase in capital goods, £100 million (19 per cent), was in imports of machinery (both electrical and non-electric).

Table 15. Imports: Finished manufactures

(percentage change on a year earlier) £ million c.i.f.

	Year 1965	Year 1966	Year 1967
Consumer goods (1)	243·2 (—*11*)	270·4 (+*11*)	339·4 (+*26*)
Cars and motor cycles	28·2 (—*23*)	31·0 (+*10*)	44·3 (+*43*)
Other durable goods	66·9 (— *6*)	70·0 (+ *5*)	94·5 (+*35*)
Works of art	23·4 (+ *4*)	23·8 (+ *2*)	29·6 (+*24*)
Clothing and footwear	75·3 (—*22*)	91·0 (+*21*)	110·0 (+*21*)
Other consumer goods	49·4 (+ *4*)	54·4 (+*10*)	61·0 (+*12*)
Other mainly capital goods	639·1 (+*14*)	721·0 (+*13*)	904·4 (+*25*)
Machinery	455·2 (+*12*)	530·8 (+*17*)	630·8 (+*19*)
Aircraft and aircraft engines	47·3 (+ *9*)	57·1 (+*21*)	108·5 (+*90*)
Ships and boats	26·4 (+*40*)	9·5 (—*64*)	22·4 (+*135*)
Instruments	46·3 (+ *8*)	52·2 (+*13*)	62·5 (+*20*)
Other	63·9 (+*28*)	71·4 (+*12*)	80·2 (+*12*)
Total finished manufactures(2)	882·3 (+ *5*)	991·4 (+*12*)	1,243·8 (+*25*)

(1) Goods covered by headings in the Trade Accounts believed to include mainly consumer goods.
(2) SITC Revised Sections 7 and 8.

Table 16. Imports by areas and countries

(percentage change on a year earlier) £ million c.i.f.

	Year 1965	Year 1966	Year 1967
Sterling Area:			
Jamaica	28·0 (— *8*)	28·7 (+ *2*)	28·9 (+ *1*)
Trinidad	24·5 (—*32*)	22·1 (—*10*)	23·3 (+ *6*)
Australia	219·5 (—*13*)	207·9 (— *5*)	174·6 (—*16*)
New Zealand	208·2 (— *0*)	187·0 (—*10*)	185·6 (— *1*)
India	128·3 (— *9*)	119·1 (— *7*)	125·9 (+ *6*)
Pakistan	27·3 (+ *1*)	31·9 (+*17*)	32·9 (+ *3*)
Ceylon	42·3 (+ *2*)	36·3 (—*14*)	39·6 (+ *9*)
Malaysia (1)	49·3 (— *6*)	32·1 (— *3*)	28·1 (—*12*)
Singapore (1)		15·8	17·8 (+*13*)
Hong Kong	70·2 (—*13*)	80·6 (+*15*)	89·6 (+*11*)
Ghana	17·3 (—*11*)	18·5 (+ *7*)	24·1 (+*30*)
Nigeria	112·6 (+*27*)	112·6 (+ *0*)	79·0 (—*30*)
Zambia (2)	76·1	79·9 (+ *5*)	71·3 (—*11*)
Malawi (2)	6·8 (+*12*)	9·3 (+*37*)	9·3 (— *0*)
Rhodesia (2)	29·2		
Kenya	16·2 (—*17*)	19·8 (+*22*)	19·8 (— *0*)
Middle East	205·9 (—*14*)	204·4 (— *1*)	172·1 (—*16*)
Irish Republic	170·4 (— *5*)	186·1 (+ *9*)	223·7 (+*20*)
Republic of South Africa	180·9 (— *1*)	191·4 (+ *6*)	219·6 (+*15*)
Other	187·1 (+ *6*)	191·5 (+ *2*)	200·0 (+ *4*)
Total Sterling Area	1,800·2 (— *4*)	1,775·2 (+ *0*)	1,765·2 (— *1*)
Non-Sterling Area:			
North America	1,130·5 (+ *2*)	1,147·9 (+ *2*)	1,268·4 (+*10*)
Canada	458·3 (— *0*)	425·0 (— *7*)	456·5 (+ *7*)
United States and Deps.	672·2 (+ *3*)	722·9 (+ *8*)	811·9 (+*12*)
Western Europe	1,895·2 (+ *5*)	2,067·1 (+ *9*)	2,342·1 (+*13*)
Free Trade Association (including Finland)	782·3 (+ *5*)	839·8 (+ *7*)	941·5 (+*12*)
Finland	116·2 (+ *0*)	122·9 (+ *6*)	129·9 (+ *6*)
Sweden	214·5 (+ *2*)	217·1 (+ *1*)	247·6 (+*14*)
Norway	105·5 (+ *6*)	119·7 (+*13*)	127·6 (+ *7*)
Denmark and Greenland	194·2 (+ *4*)	206·2 (+ *6*)	217·7 (+ *6*)
Switzerland and Liechtenstein	85·9 (+*11*)	99·3 (+*16*)	120·9 (+*22*)
Portugal, Azores and Madeira	41·4 (+*32*)	46·9 (+*13*)	56·1 (+*19*)
Austria	24·6 (— *6*)	27·8 (+*13*)	41·7 (+*50*)
Economic Community	994·7 (+ *6*)	1,103·5 (+*11*)	1,265·1 (+*15*)

Table 16, continued

	Year 1965	Year 1966	Year 1967
Western Germany	265·4 (— 2)	301·9 (+14)	339·3 (+12)
Netherlands	270·8 (+13)	291·1 (+ 8)	328·8 (+13)
Belgium and Luxembourg	123·5 (+10)	131·9 (+ 7)	146·4 (+11)
France	190·5 (+ 2)	212·3 (+11)	255·4 (+20)
Italy	144·6 (+ 9)	166·2 (+15)	195·2 (+17)
Spain, Canary Islands and Spanish ports in North Africa	73·6 (— 5)	79·2 (+ 8)	92·8 (+14)
Other	44·5 (— 7)	44·6 (+ 0)	42·7 (— 7)
Soviet Union and Eastern Europe	220·1 (+14)	240·7 (+ 9)	254·0 (+ 6)
Soviet Union	118·8 (+22)	125·4 (+ 6)	123·5 (— 2)
Other	101·2 (+ 5)	115·3 (+14)	130·5 (+13)
Latin America	282·9 (— 5)	282·3 (— 0)	292·7 (+ 4)
Venezuela	73·2 (— 1)	58·2 (—21)	68·5 (+18)
Argentine Republic	71·5 (— 9)	70·6 (— 1)	72·1 (+ 2)
Other	138·2 (— 5)	153·6 (+11)	152·0 (— 1)
Other non-sterling	422·2 (+ 3)	433·6 (— 4)	519·2 (+20)
Middle East	182·0 (+ 3)	189·0 (+ 4)	274·9 (+45)
Japan	78·2 (+ 5)	77·1 (— 1)	91·2 (+18)
Other	162·0 (+ 3)	167·5 (—12)	153·0 (— 9)
Total Non-Sterling	3,950·9 (+ 3)	4,171·6 (+ 5)	4,676·3 (+12)
Total All Countries	5,751·1 (+ 1)	5,946·8 (+ 3)	6,441·6 (+ 8)

Notes to Table 16

(1) Separate figures not available for 1965.

(2) Separate figures not available prior to 1965. Trade from Rhodesia has been included with other Non-Sterling as from January 1966. Percentage changes have been calculated on comparable figures.

Imports of ships and boats were also very high and there were, also, apart from the ships recorded in the trade accounts substantial purchases of ships abroad for British owners, not so recorded, amounting to some £50 million compared with £8 million in 1966, and these have been allowed for in the visible trade balance. Imports of aircraft engines were up by nearly a third, and imports of instruments other than watches and clocks and photographic goods increased by about a fifth in value.

The rise of £69 million (26 per cent) last year in imports of consumer goods was at a rate more than double the rate in the previous year when these imports were relatively restrained by the import charge. All categories of these imports showed an increase last year. Amongst durable goods imports of cars and motor cycles increased sharply, to £44 million, and imports of photographic equipment and sound reproducing equipment were each over a quarter more in value than in 1966. There were substantial increases in a wide range of consumer durable goods, including radios, television, furniture, watches and clocks, jewellery, refrigerators, washing machines, and other kinds of domestic electrical equipment. The main increase in imports of non-durable consumer goods was in imports of clothing and footwear, which rose by a quarter in value, but there were also moderate increases in toys and games and in printed matter, and smaller increases in most other durables.

Sources of imports

The sharp increase in 1967 in imports of manufactured goods (partly on account of the lifting of the import charge) is reflected in the strong growth in imports from manufacturing countries. Last year the rise in imports from Western Europe, which recommenced in 1966, continued throughout 1967. There were also increased imports from North America, mainly from the United States, from which imports of machinery and transport equipment rose sharply. Imports from the Soviet Union, which had been rising in recent years, eased back a little in 1967, but there was a sharp increase in arrivals from the 'Rest of the World', mainly due to higher imports of manufactures from Japan and increased oil supplies from non-sterling countries in the Middle East and from Venezuela.

Sterling area

Imports from the sterling area fell back a little in 1967 and were 1 per cent lower than in 1966. There were notable reductions in imports from Australia and the Middle East, but significant increases from the Irish Republic and South Africa. Imports from Australia were lower in 1967 than they have been for some years. Most of the fall reflected lower imports of meat (especially beef and veal). The Middle East crisis in June caused imports of fuel to fall and was the main reason for the decline of imports from that area. High imports of beef and veal from the Irish Republic contributed to the increase in imports from that source. After a moderate rise during 1966 imports from South Africa increased sharply last year mainly due to higher imports of pearls and diamonds.

North America

Imports from North America rose quite sharply during 1967 after only moderate growth in 1965 and 1966. The greater part of the increase of £120 million (10 per cent) was due to higher imports of machinery and transport equipment from the United States of America, but there were also sharp increases of fuel from America last year mainly due to the switching of supplies following the Middle East difficulties. Imports from Canada increased by £32 million (7 per cent).

Western Europe

Imports from Western Europe last year rose by £275 million (13 per cent), showing a strong continued growth which began during 1966 after slowing down somewhat in 1965. Imports from both the Common Market and from the EFTA countries showed marked increases, which were respectively £162 million (15 per cent) and £102 million (12 per cent). The increases were spread throughout the individual countries which comprise the two trading areas and reflect to an important degree the marked increase in our imports of manufactures last year after the removal of the import charge.

Soviet Union and Eastern Europe

Imports from the Soviet Union and Eastern Europe as a whole, which have been rising quite strongly for some years, continued to grow during 1967. At £254 million, they were £13 million (6 per cent) higher than in 1966, but within the total, imports from the Soviet Union eased back a little.

Latin America

The declining trend of imports from Latin America which had been prevalent in earlier years was reversed in 1967 and quite strong growth occurred. Imports were £10 million (4 per cent) higher than in 1966. The main increase came from Venezuela with a recorded increase of £10 million (18 per cent) compared with 1966 on account of increased shipments of oil. Imports from the Argentine were a little higher in 1967 due to increased imports of meat.

Rest of the World

Imports from the Middle East non-sterling countries increased by £86 million (45 per cent) during 1967 due mainly to increased imports of petroleum and petroleum products. Imports from Japan also increased by £14 million (18 per cent) with higher imports of transport equipment and some increase in fish and fish preparations.

(Continued on next page)

Table 17. Imports: Analysis by classes mainly subject and mainly not subject to the temporary import charge (a)

Seasonally adjusted £ million c.i.f. monthly averages.

	Total (b)	Mainly Non-Chargeable					Mainly Chargeable					
		Total	Food and tobacco	Fuels	Basic materials	Other (c)	Total (b)	Chemicals	Other semi-manufactures (d)	Machinery and transport equipment (less ships)		Other (mainly consumer goods) (e)
										Total (b)	Machinery	
1963	415	299	135	46	83	35	116	17	41	33	29	25
1964	475	330	143	49	93	46	144	21	50	44	38	29
1965	479	335	138	51	92	54	144	24	45	48	41	27
1966	496	338	138	52	89	59	158	24	48	56	48	30
1967	533	346	142	61	84	59	187	27	56	67	58	37
1963 1st quarter	390	284	123	47	77	37	106	15	36	33	27	22
2nd quarter	409	296	136	48	77	35	113	17	39	33	29	24
3rd quarter	424	308	143	45	85	35	116	18	40	33	29	26
4th quarter	438	313	140	45	91	37	125	19	45	35	31	27
1964 1st quarter	469	330	146	47	93	47	139	20	50	41	35	28
2nd quarter	477	329	141	49	94	45	148	21	51	45	38	30
3rd quarter	475	329	146	47	91	45	147	22	50	45	39	31
4th quarter	478	337	139	50	96	52	141	21	46	45	39	29
1965 1st quarter	457	328	128	53	93	54	129	19	42	43	37	25
2nd quarter	484	339	139	51	93	55	145	25	45	49	42	26
3rd quarter	487	334	143	48	93	50	154	26	47	51	44	29
4th quarter	489	340	142	52	90	56	149	24	45	51	42	29
1966 1st quarter	508	342	140	52	90	60	166	26	51	59	50	30
2nd quarter	492	336	136	50	86	64	156	25	46	54	47	31
3rd quarter	513	349	140	53	94	62	164	24	50	58	49	32
4th quarter	469	320	137	54	83	46	149	23	43	53	47	30
1967 1st quarter	525	344	141	56	82	65	181	27	56	64	56	34
2nd quarter	525	342	149	52	84	57	183	28	54	67	58	34
3rd quarter	515	331	136	61	84	50	184	27	55	66	55	36
4th quarter	566	368	142	75	87	64	198	28	60	68	62	42

(a) The analysis is in terms of categories for which seasonally adjusted figures are available and does not therefore allocate imports exactly to the chargeable and non-chargeable categories. The mainly chargeable category consists of about 92 per cent chargeable goods (the remainder being non-chargeable). About 5 per cent of chargeable goods are included in the mainly non-chargeable groups. On the exact definition, total imports subject to the charge averaged (in £ million a month) 137 in 1964, 138 in 1965, 153 in 1966, and those formerly liable to the charge were 185 in 1967.
(b) Excluding United States military aircraft.
(c) Other mainly non-chargeable commodities cover non-ferrous metals, diamonds and ships.
(d) The heading 'Other semi-manufactures' mainly subject to the charge relates to semis other than chemicals, non-ferrous metals and diamonds.
(e) Other mainly chargeable goods relate mainly to consumer goods including alcoholic beverages.

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The Travers Lecture 1968

'THE UNIFICATION OF THE LAW OF INTERNATIONAL TRADE'

by

Clive M. Schmitthoff, LL.M., LL.D., Barrister-at-Law,
Principal Lecturer in Law,
City of London College

Chairman: The Rt. Hon. Lord Denning, Master of the Rolls

Wednesday, 20 March at 6 p.m.

Details from the Secretary (Room 102),
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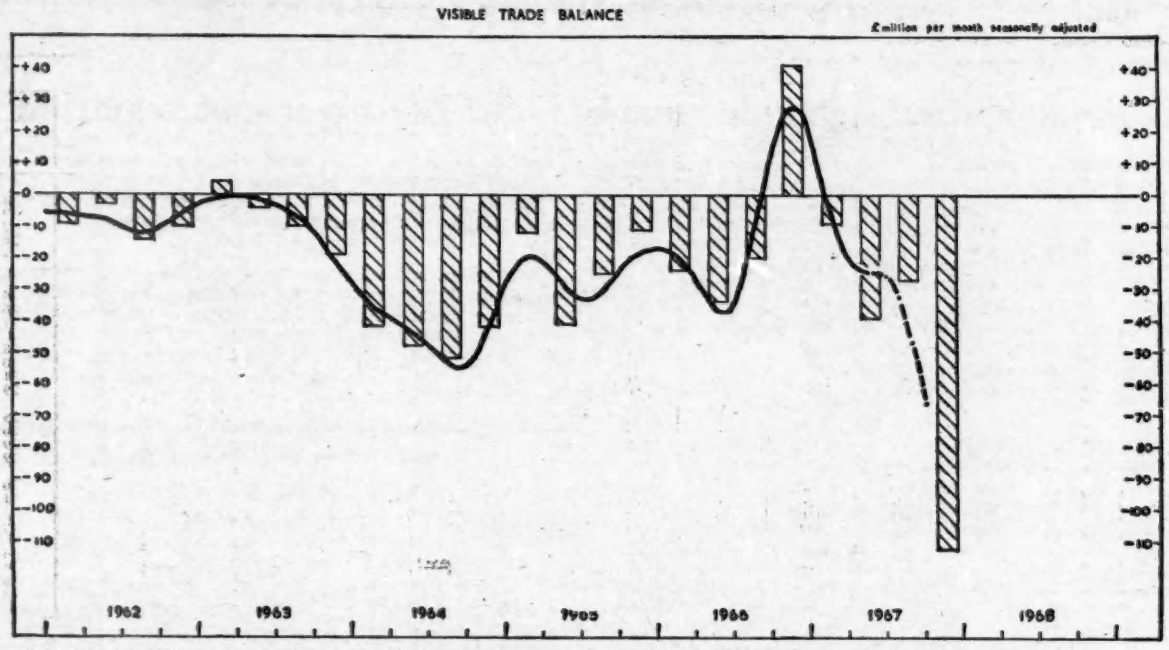

NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month. (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

NOTES

Detailed particulars of United Kingdom imports, exports and re-exports were published on January 25* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for February, due to be published on or about February 27.

Visible trade balance

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts. The total current account in the balance of payments comprises two main components, the visible trade account and the invisibles account. The latter is usually in significant surplus; over the five years 1962-1966 it averaged £150 million a year.

(b) *Purchase of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in 'Economic Trends'.

Seasonally adjusted figures

Some revisions have been made to the seasonally adjusted values previously published. The values shown in the tables take into account the later information available, revised length of month adjustments, and some other revisions arising from the use of a modified computer programme.

* Accounts relating to the Overseas Trade of the United Kingdom, December 1967, HMSO, price 30s., by post 31s.
† Report on Overseas Trade, published by HMSO, price 4s. by post 4s. 5d. Annual subscription £2 14s., including postage.

Census of Production for 1963

THE FOLLOWING part of the Report on the Census of Production for 1963 is now available:

Part I – Introductory notes (price 4s. 6d. or including postage 4s. 11d.).

Gold and convertible currency reserves in January

HM TREASURY announce that the gold and convertible currency reserves rose by £22 million during January, to stand at £1,145 million at the end of the month.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1967, but any later changes known to have come into operation are shown. 27s. 6d. (by post 28s. 6d.)

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HMSO

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for December and year 1967

THE first effects of devaluation are beginning to appear in the unit value index of imports and in the terms of trade but the effects of export price changes are likely to come through more slowly. The import unit value index rose by 4½ per cent to 117 (1961=100) in December following a rise of 2 per cent in the previous month; the rise in December was spread over all classes of imports. The index for imports of manufactured goods rose by 10 points partly due to devaluation effects but also as a result of increased world copper prices following strikes in copper mines in Chile (now settled) and the United States. The export unit value index remained unchanged at 116 in December.

The terms of trade index deteriorated in December by 4 points to 100, but the average for the year was 2 points higher than in 1966.

After a fair degree of stability for some months, the import unit value index fell from 109 at the beginning of 1967 to 106 in June. In the second half of the year it moved fairly steadily upwards, mainly under the influence of copper prices and higher prices for fuel imports, until the sharp increase in December. For 1967 as a whole the import unit value index was the same as in 1966.

Between 1966 and 1967 the index for imported fuels rose by 8 points, mainly on account of the rise in the freight and insurance element in landed prices of oil following events in the Middle East and the closure of the Suez Canal. The manufactured goods index rose by 2 points. These rises were offset by falls in the indices for food, beverages and tobacco by 1 per cent and for basic materials by 4 per cent.

The export unit value index in 1967 was 2 percentage points higher than in 1966; the increase was in manufactured goods and there was a fall in the export unit value for non-manufactured goods of 3 per cent. The index for machinery and transport equipment rose by 4 points and that for the miscellaneous range of manufactured goods by 3 points, while the indices for chemicals, metals and textiles showed little or no change.

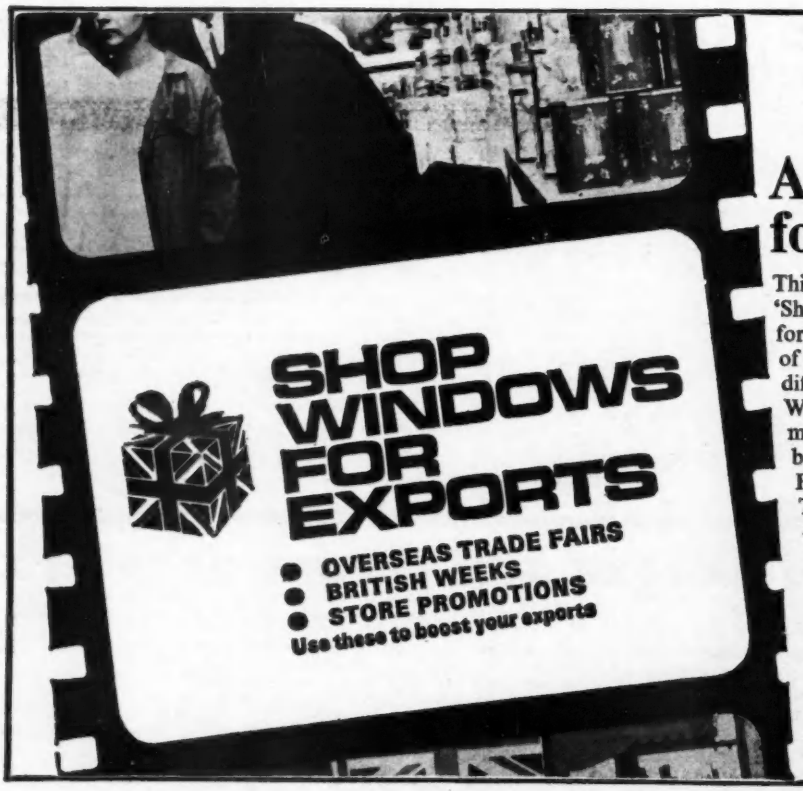
Trends in the volume of trade during the year 1967 are discussed in the article which appears elsewhere in this journal.

Note:

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September, 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standard Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from rewriting thousands of British Standards in metric form.



An Informative Film for all Exporters

This 24-minute, 16-mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

For audiences viewing the film the Board of Trade has prepared a special leaflet which not only explains how the Board of Trade assists firms to participate in these overseas promotions but also gives contact points within the Board. These leaflets are obtainable free of charge to borrowers of the film.

Copies of this film are available on hire from:

Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3. Phone: 01-743 5555.

Table 1. United Kingdom import and export unit value index num bers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports								(1) Terms of Trade
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1964 1st quarter	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1966 1st quarter	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1966 January	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February	108	113	104	89	112	111	105	112	105	110	117	112	112	102
March	109	115	104	88	114	112	105	113	106	111	120	113	112	102
April	110	116	104	88	114	112	105	113	108	110	120	113	113	102
May	110	118	105	87	113	112	104	114	108	111	121	114	111	102
June	110	117	105	85	115	113	105	114	108	112	121	114	114	103
July	109	113	104	84	116	113	106	115	108	111	123	115	113	104
August	109	113	103	84	116	113	105	115	108	111	122	115	113	104
September	109	115	102	84	116	113	103	115	107	110	122	115	114	104
October	108	113	102	84	114	113	103	115	106	111	120	116	114	105
November	109	114	101	83	117	113	102	115	107	111	118	116	115	104
December	109	115	101	83	117	113	101	115	105	112	119	117	115	104
1967 January	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March	108	114	100	81	115	114	102	115	107	112	118	117	116	105
April	108	115	100	81	114	114	100	116	106	111	118	117	116	105
May	107	115	99	81	113	114	101	116	106	113	118	118	116	106
June	106	113	98	81	114	114	102	116	105	114	119	118	115	107
July	107	111	97	91	114	114	101	116	106	112	120	119	114	107
August	108	110	97	104	115	115	101	117	107	110	119	119	116	106
September	109	112	97	105	115	115	101	117	107	111	120	120	116	106
October	110	114	97	102	117	116	101	118	109	111	121	120	116	105
November	112	116	98	102	119	116	101	118	109	111	121	120	116	104
December	117	118	100	107	129	116	101	119	107	110	123	121	118	100

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

(*Continued on next page*)

Table 2. United Kingdom import and export volume index numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	166	168	119	131	118	148	94	108	112	136
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	126	147	125	156	99	109	122	140
March	135	108	99	177	173	128	124	128	150	98	116	125	149
April	132	102	94	171	175	125	129	126	164	96	114	122	140
May	136	108	104	179	169	132	139	131	163	100	130	132	124
June	137	111	106	137	184	125	138	124	161	98	113	118	144
July	122	100	102	108	159	122	130	122	145	92	114	118	141
August	130	101	114	160	160	108	108	109	132	85	96	100	143
September	125	99	97	181	149	106	131	103	143	82	100	88	136
October	129	91	94	200	164	95	111	93	110	75	84	83	130
November	144	117	113	178	180	106	135	102	122	90	94	93	127
December	133	109	108	155	165	126	139	123	165	101	112	121	121

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Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

(1961 = 100)

	Imports							United Kingdom Exports							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Total	Excl. US military aircraft, etc.	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			0 and 1	2 and 4	3	5 to 8			0 to 4	5 to 8	5	65	67 to 69	7	
Weights . .	1,000		327	222	106	337		1,000	125	843	86	65	123	428	141
1965 1st quarter .	*114*		*93*	*108*	*144*	*125*		*116*	*116*	*115*	*131*	*104*	*105*	*111*	*132*
2nd quarter .	*120*		*101*	*109*	*139*	*139*		*113*	*115*	*113*	*128*	*102*	*108*	*108*	*129*
3rd quarter .	*122*		*108*	*108*	*131*	*142*		*118*	*126*	*117*	*131*	*106*	*112*	*115*	*122*
4th quarter .	*122*		*106*	*104*	*146*	*141*		*121*	*126*	*121*	*132*	*103*	*110*	*122*	*131*
1966 1st quarter .	*126*		*103*	*105*	*153*	*149*		*121*	*132*	*121*	*132*	*96*	*103*	*121*	*141*
2nd quarter .	*121*		*98*	*98*	*149*	*149*		*114*	*124*	*113*	*131*	*92*	*98*	*113*	*126*
3rd quarter .	*126*		*104*	*108*	*153*	*151*		*122*	*122*	*121*	*139*	*97*	*104*	*122*	*135*
4th quarter .	*117*	*117*	*99*	*96*	*161*	*135*	*134*	*127*	*134*	*126*	*153*	*102*	*113*	*125*	*133*
1967 1st quarter .	*130*	*130*	*105*	*98*	*177*	*158*	*157*	*130*	*141*	*128*	*155*	*104*	*117*	*123*	*150*
2nd quarter .	*133*	*132*	*107*	*102*	*163*	*169*	*166*	*124*	*136*	*123*	*157*	*97*	*113*	*117*	*139*
3rd quarter .	*128*	*127*	*103*	*102*	*147*	*163*	*160*	*119*	*130*	*117*	*145*	*90*	*111*	*109*	*140*
4th quarter .	*136*	*135*	*106*	*106*	*176*	*173*	*170*	*105*	*115*	*103*	*130*	*85*	*91*	*98*	*119*
1967 January .	*134*	*134*	*104*	*103*	*183*	*165*	*165*	*136*	*144*	*134*	*164*	*114*	*122*	*127*	*156*
February .	*131*	*130*	*111*	*96*	*181*	*153*	*153*	*131*	*154*	*129*	*160*	*104*	*116*	*125*	*147*
March .	*125*	*125*	*100*	*96*	*166*	*154*	*153*	*122*	*124*	*122*	*139*	*94*	*114*	*116*	*147*
April .	*137*	*136*	*108*	*102*	*175*	*176*	*171*	*126*	*136*	*126*	*162*	*97*	*112*	*121*	*145*
May .	*132*	*131*	*107*	*105*	*173*	*161*	*157*	*126*	*139*	*124*	*153*	*98*	*120*	*121*	*132*
June .	*130*	*130*	*106*	*99*	*141*	*171*	*169*	*119*	*133*	*118*	*155*	*96*	*108*	*110*	*139*
July .	*124*	*123*	*103*	*101*	*112*	*161*	*158*	*124*	*145*	*121*	*150*	*93*	*115*	*116*	*138*
August .	*129*	*128*	*102*	*104*	*148*	*167*	*164*	*118*	*119*	*119*	*144*	*91*	*110*	*113*	*141*
September .	*132*	*131*	*105*	*103*	*180*	*162*	*160*	*113*	*125*	*111*	*142*	*87*	*108*	*99*	*139*
October .	*128*	*127*	*93*	*98*	*195*	*162*	*159*	*96*	*103*	*94*	*111*	*75*	*83*	*87*	*121*
November .	*139*	*138*	*109*	*110*	*172*	*178*	*174*	*95*	*113*	*92*	*113*	*79*	*82*	*86*	*112*
December .	*141*	*140*	*117*	*110*	*162*	*181*	*177*	*124*	*131*	*122*	*165*	*99*	*108*	*121*	*125*

Statistics on Incomes, Prices, Employment and Production

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Addresses of ECGD Local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters; its object is to provide, on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1965/1966 *was* £1,481,000,000. *The Head Office of ECGD is at 59-67 Gresham Street, P.O. Box 272, London, E.C.2. (Tel. Monarch* 6699, *Ext.* 271.) *The Department's local offices are as follows:*

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Glasgow
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New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. H. Hall, c/o British Consulate-General, 845 Third Avenue, New York, 22, N.Y. (Tel. Plaza 2-8400.)

New business names registered in 1967

DURING THE YEAR ended December 31, 1967, there were 63,727 new registrations under the Registration of Business Names Act, 1961 (as amended by the Companies Act, 1947) and 10,390 names were removed from the registers. The total remaining on the registers at December 31, 1967, was 1,079,647.

Registration of business names

The following table gives the number of Business Names, and of Statements of Changes in Particulars, registered, and of Business Names removed from the Register, under the Registration of Business Names Act, 1916 (as amended) to December 31st, 1967, and the number of Business Names remaining on the Registers.

Year	New Registrations			Removals			Cumulative Totals on Registers			Changes in Particulars		
	Totals	England and Wales	Scotland	Totals	England and Wales	Scotland	Totals	England and Wales	Scotland	Totals	England and Wales	Scotland
1917-1936	471,788	435,512	36,276	100,037	94,580	5,457	371,751	340,932	30,819	121,432	112,648	8,784
1937-1956	467,754	441,329	26,425	121,845	114,955	6,890	717,660	667,306	50,354	120,765	109,259	11,506
1957	30,478	29,303	1,175	7,849	7,572	277	740,289	689,037	51,252	6,202	5,769	433
1958	34,801	33,447	1,354	9,174	8,822	352	765,916	713,662	52,254	6,560	6,034	526
1959	38,157	36,692	1,465	9,935	9,502	433	794,138	740,852	53,286	6,597	6,047	550
1960	39,653	38,243	1,410	10,447	10,056	391	823,344	769,039	54,305	6,879	6,268	661
1961	39,007	37,682	1,325	11,026	10,660	366	851,325	796,061	55,264	7,445	6,877	568
1962	39,449	37,985	1,464	10,637	10,269	368	880,137	823,777	56,360	7,858	7,291	567
1963	42,187	40,799	1,388	11,418	11,070	348	910,906	853,506	57,400	7,966	7,417	549
1964	45,045	43,547	1,498	12,059	11,777	282	943,892	885,276	58,616	8,533	8,009	524
1965	48,266	46,617	1,649	11,747	11,289	458	980,411	920,604	59,807	8,823	8,400	423
1966	57,130	55,115	2,015	11,231	10,747	484	1,026,310	964,972	61,338	10,634	10,093	541
1967	63,727	61,667	2,060	10,390	9,989	401	1,079,647	1,016,650	62,997	13,422	12,907	515

Limited partnerships

The following table gives the number of limited partnerships registered under the Limited Partnerships Act, 1907, to December 31st, 1967, and the amount of subscribed capital.

Year	Total		England and Wales		Scotland	
	Number	Subscribed Capital	Number	Subscribed Capital	Number	Subscribed Capital
1908-1939	1,464	£3,524,336	1,395	£3,292,876	69	£231,460
1940-1949	160	£435,678	152	£433,811	8	£1,867
1950-1959	158	£225,126	154	£224,671	4	£455
1960	13	£6,480	13	£6,480	—	—
1961	19	£19,325	19	£19,325	—	—
1962	14	£16,032	13	£15,532	1	£500
1963	10	£3,057	9	£3,007	1	£50
1964	11	£3,098	10	£3,088	1	£10
1965	15	£5,268	15	£5,268	—	—
1966	63	£237,223	63	£237,223	—	—
1967	71	£160,300	71	£160,300	—	—

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during December 1967, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	827	827
£1,000 and under £10,000	—	384	384
£10,000 and under £50,000	—	69	69
£50,000 and under £100,000	—	4	4
£100,000 and under £1,000,000	—	7	7
£1,000,000 and above	—	3	3
Total number	—	1,294	1,294
Total amount of Nominal Capital	'000's £—	'000's £8,456	'000's £8,456

Companies registered in Great Britain in 1966 and 1967

	1966		1967	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,252	4,987	2,085	3,279
February	2,430	6,800	2,293	4,696
March	3,480	9,437	3,155	6,127
April	2,375	8,044	2,516	3,101
May	2,304	3,960	2,485	3,508
June	2,211	5,168	2,357	5,693
July	2,019	5,314	2,406	19,923
August	2,246	8,531	2,390	5,413
September	2,096	6,613	2,396	4,126
October	2,075	3,911	4,091	4,763
November	2,256	4,374	3,288	7,067
December	2,015	4,264	1,294	8,456
Total	27,759	71,403	30,756	76,152

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Economic trends: January, 1968

THE JANUARY issue of *Economic Trends* was published by the Central Statistical Office on January 31 (HMSO, price 7s.). It includes an article on seasonal adjustments to the United Kingdom Balance of Payments, and there is also the regular monthly article by HM Treasury on the economic situation. In addition there is the article on National Income and Expenditure in the third quarter of 1967.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade,*

OVERSEAS STERLING AREA TRADE SUMMARY

Continued slackening in overseas sterling area trade in the third quarter of 1967

THE FALL IN exports from the overseas sterling area between the first and second quarters of 1967 continued into the third quarter when the seasonally adjusted value was marginally lower than in the previous quarter but higher than the quarterly average for the year 1966.

There was a downward turn in imports; seasonally adjusted, the decrease compared with the second quarter was 5 per cent. Whilst imports from the non-sterling area fell by 8 per cent and from the United Kingdom by about 2 per cent, there was an increase in imports from the overseas sterling countries of 7 per cent.

Exports from overseas sterling countries

The recorded value of exports (£1,551 million) from the overseas sterling area in the third quarter of 1967 was £43 million or 3 per cent above the level achieved a year earlier. (... In the remainder of the commentary comparisons are made with the third quarter of 1966 . .). Trade within the sterling area expanded by £21 million (4 per cent), slightly more rapidly than trade with the non-sterling area which showed a growth rate of 2 per cent (an additional £22 million). Exports to the United Kingdom rose by £12 million (3 per cent) and between the overseas sterling countries by £9 million (4 per cent). Of the non-sterling countries, Japan continued to predominate as a rising market with an increase of £17 million (13 per cent). Exports to the People's Republic of China and Soviet Eastern Europe each rose by £11 million (66 per cent and 21 per cent respectively) but shipments to North America fell by £13 million (5 per cent) and to the European Economic Community by £16 million (6 per cent).

Most countries of the overseas sterling area increased the value of their exports between the third quarters of 1966 and 1967, the largest increase being recorded by South Africa: a rise of £16 million (10 per cent). India's tea sales increased and her overall exports showed a rise of £11 million (8 per cent) reflecting larger shipments to Soviet Eastern Europe of £7 million (32 per cent) and to the United Kingdom of £6 million (28 per cent). Her exports to most other countries were lower than a year earlier. The rise of £10 million (15 per cent) in the Irish Republic's exports was largely due to increased sales to the United Kingdom of £9 million (19 per cent) and the United States of £3 million (81 per cent). Australia also exported more than in the third quarter of 1966, but less than in the previous quarter of 1967. The additional £7 million or 2 per cent resulted mainly from larger exports of wheat. Increases of £10 million (172 per cent) and £4 million (8 per cent) in shipments to the People's Republic of China and Japan respectively, more than offset the decline of £7 million (15 per cent) in exports to the United States. Lower exports of meat from Australia were largely responsible for a fall of £9 million (23 per cent) in her exports to the United Kingdom, but her exports to other sterling countries rose by £5 million (8 per cent). Provisional figures of exports from Hong Kong show an increase of £6 million (5 per cent).

New Zealand's exports in the third quarter of 1967 were less than a year earlier, a reduction of £8 million (10 per cent) being recorded. This decrease reflected lower wool prices and reduced shipments to the United States of £4 million (24 per cent), to the United Kingdom of £2 million (6 per cent) and to the European Economic Community of about £2 million (24 per cent). From provisional figures, Nigeria's exports decreased by about £24 million (34 per cent).

Table A. Overseas sterling area trade

(SEASONALLY ADJUSTED VALUES) £ million

Period	Exports to				Imports from			
	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World
1964								
1st quarter	364	225	784	1,372	378	247	1,000	1,622
2nd quarter	374	245	794	1,413	392	255	1,022	1,672
3rd quarter	372	249	763	1,384	387	280	1,074	1,739
4th quarter	372	256	802	1,429	400	254	1,135	1,790
1965								
1st quarter	368	259	804	1,432	436	266	1,126	1,826
2nd quarter	362	250	824	1,437	418	262	1,180	1,876
3rd quarter	359	244	858	1,461	434	265	1,179	1,870
4th quarter	370	255	874	1,499	421	258	1,155	1,830
1966 (a)								
1st quarter	372	212	921	1,507	408	242	1,211	1,863
2nd quarter	354	219	913	1,488	372	238	1,108	1,718
3rd quarter	361	224	959	1,541	413	260	1,203	1,872
4th quarter	337	246	981	1,563	418	269	1,185	1,873
1967 (a)								
1st quarter	387	247	965	1,600	428	292	1,315	2,037
2nd quarter	370	235	983	1,591	416	248	1,263	1,927
3rd quarter	374	233	982	1,585	409	266	1,162	1,833

(a) Excluding Rhodesia.

Table B. Overseas sterling countries' trade by direction

PERCENTAGE CHANGE BETWEEN 3rd QUARTER 1966 and 3rd QUARTER 1967

	Sterling Area		Non-Sterling Area				All Countries
	United Kingdom	Overseas Sterling Area	North America	EEC	Other Countries	Total	
Exports	+3	+4	−5	−6	+13	+2	+3
Imports	−1	+2	−2	+2	−7	−3	−2

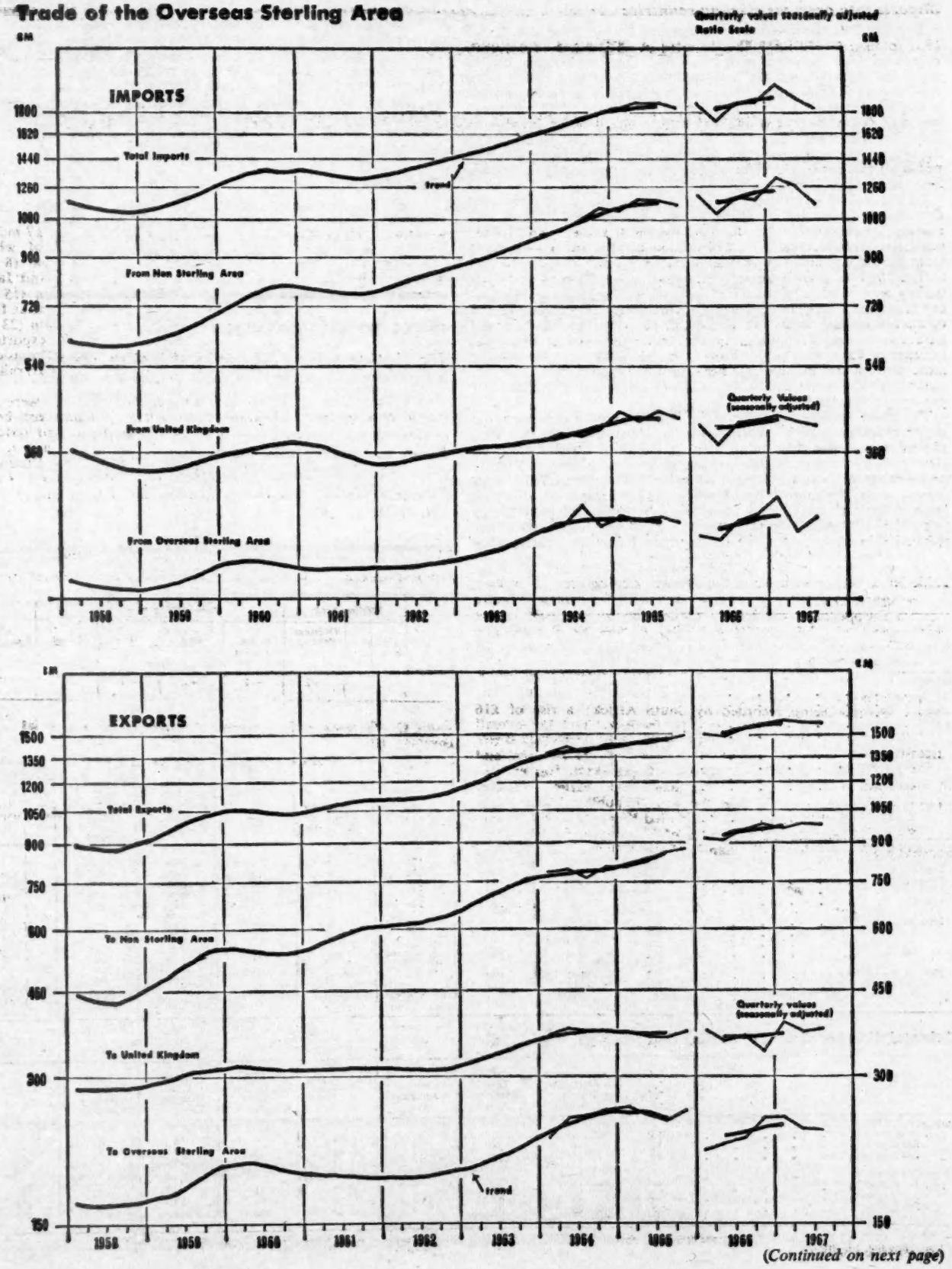
Table C. Overseas sterling countries' imports from industrial countries (i)

3rd QUARTER 1966 COMPARED WITH 3rd QUARTER 1967

Imports from / Imports into	United Kingdom	German Federal Republic	EEC (ii)	EFTA (Excluding U.K.)	North America	Japan	Total Industrial Countries	Total Imports
Australia:								
(a) 3rd qtr. 1966 £m.	71	18	42	12	100	28	254	321
(b) 3rd qtr. 1967 £m.	81	20	44	11	93	35	266	326
(c) Percentage change	+15	+11	+6	−7	−7	+27	+5	+4
India:								
(a) £m.	19	18	35	6	109	13	182	242
(b) £m.	19	14	27	5	109	13	175	234
(c) %	+3	−21	−22	−18	—	+6	−4	−4
Irish Republic:								
(a) £m.	52	5	12	3	11	1	82	97
(b) £m.	46	6	13	4	12	1	78	93
(c) %	−11	+8	+7	+20	+4	—	−5	−4
New Zealand:								
(a) £m.	35	3	7	2	17	6	67	102
(b) £m.	26	3	7	3	15	6	57	86
(c) %	−25	+10	+6	+30	−16	+3	−15	−16
Trinidad and Tobago:								
(a) £m.	7	—	2	1	8	1	17	40
(b) £m.	5	—	2	—	7	1	15	34
(c) %	−16	+24	−4	−16	−12	+4	−12	−14
Overseas Sterling Area(iii)								
(a) £m.	406	116	270	60	425	144	1,315	1,891
(b) £m.	400	120	276	61	416	154	1,318	1,850
(c) %	−1	+3	+2	+2	−2	+7	—	−2

(i) Includes United Kingdom, Continental OECD, United States, Canada and Japan.
(ii) Including German Federal Republic.
(iii) Provisional.

Trade of the Overseas Sterling Area



(Continued on next page)

Imports into overseas sterling countries

Imports into the overseas sterling area in the third quarter of 1967 totalled £1,850 million, a decrease of £41 million (2 per cent) compared with the same period in 1966. This was entirely due to a fall in imports from the non-sterling area; lower imports from the People's Republic of China and North America accounted for a major proportion (...£24 million (29 per cent) and £9 million (2 per cent respectively...), and more than offset a rise in imports from the European Economic Community and Japan. Although imports from overseas sterling countries increased by £6 million (2 per cent) there was a decline of £6 million (1 per cent) in imports from the United Kingdom.

Of the individual overseas sterling countries, the most significant decrease was recorded by Hong Kong, whose imports fell by £42 million (24 per cent). New Zealand imported £16 million (16 per cent) less with reductions of £14 million (21 per cent) in imports from the sterling area and £3 million (27 per cent) from the United States. Imports into India were down by £9 million (4 per cent) mainly as a result of reduced imports of food grains and machinery from the European Economic Community (£8 million, 12 per cent), the United States (£2 million, 2 per cent) and Continental EFTA countries (£1 million, 17 per cent) which offset the slight increase of £3 million (9 per cent) in her imports from the sterling area. Provisional figures of imports into Nigeria and Ceylon indicate decreases of £18 million (27 per cent) and £9 million (21 per cent) respectively.

The most substantial increase in imports recorded among the major overseas sterling countries was by Australia, who imported £14 million (4 per cent) more than in the third quarter of 1966. Nearly three-quarters of this increase was in machinery and transport equipment from the United Kingdom (£10 million). Australian imports from Japan rose by £7 million (27 per cent) but declined from several of the other non-sterling countries and particularly from the United States (£8 million or 10 per cent), reflecting reduced shipments of transport equipment from this source. Provisional figures suggest that both South Africa and Pakistan imported more in the third quarter of 1967 than in the corresponding period a year earlier.

Firm figures giving details of imports from industrial countries into individual markets of the overseas sterling area are, so far, only available from five countries (Table C). Provisional estimates suggest, however, that total imports increased only slightly by £3 million compared with the third quarter of 1966. Japan supplied an additional £10 million (7 per cent), the European Economic Community £6 million (2 per cent), but there was a decline in imports from the United Kingdom of £6 million (1 per cent) and North America of £9 million (2 per cent).

Statistical Notes

Definitions of the statistics in the tables were given in the 'Statistical Notes' to the Overseas Sterling Area Trade Summary published in the *Board of Trade Journal* of May 12, 1967 (page 1223).

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Table 1. Direction of trade of the overseas sterling area

Quarters or quarterly averages in £ million

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (a)	Other Non-Sterling Countries	Total Non-Sterling Countries	WORLD
IMPORTS (b):									
1962	350	210	560	254	184	46	335	819	1,379
1963	368	225	593	297	199	50	361	907	1,500
1964	389	259	648	377	227	57	396	1,058	1,706
1965	428	263	690	390	272	61	437	1,160	1,850
1966 (c)	403	252	655	397	260	63	456	1,177	1,832
1966 1st quarter (c)	410	232	642	405	258	64	452	1,178	1,821
2nd quarter (c)	376	241	617	371	249	63	435	1,119	1,736
3rd quarter (c)	406	266	672	425	270	60	463	1,219	1,891
4th quarter (c)	419	269	688	388	264	65	473	1,191	1,879
1967 1st quarter (c) (d)	429	280	709	428	295	65	492	1,280	1,989
2nd quarter (c) (d)	419	251	670	444	288	67	477	1,275	1,945
3rd quarter (c) (d)	400	272	673	416	276	61	424	1,178	1,850
EXPORTS (b) (e):									
1962	308	188	496	176	173	20	250	619	1,115
1963	334	206	541	192	204	24	296	716	1,257
1964	370	244	614	199	236	28	322	785	1,400
1965	365	252	617	216	252	33	339	840	1,457
1966 (c)	356	225	581	249	278	35	382	944	1,525
1966 1st quarter (c)	368	208	576	225	280	35	382	922	1,498
2nd quarter (c)	364	220	584	254	290	36	371	950	1,534
3rd quarter (c)	350	229	579	263	265	33	369	929	1,508
4th quarter (c)	342	244	586	253	278	37	405	973	1,559
1967 1st quarter (c) (d)	382	242	624	231	279	39	416	965	1,590
2nd quarter (c) (d)	381	236	617	263	278	39	441	1,021	1,638
3rd quarter (c) (d)	361	238	600	250	248	33	420	951	1,551

Estimated direction of trade of Sterling Gulf States (f)

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (a)	Other Non-Sterling Countries	Total Non-Sterling Countries	WORLD
IMPORTS									
1967 1st quarter	15	7	22	17	14	4	15	50	72
2nd quarter	12	9	21	14	13	4	19	50	71
3rd quarter	10	9	19	15	7	5	24	51	70
EXPORTS									
1967 1st quarter	21	23	44	5	97	11	62	175	219
2nd quarter	19	23	42	7	76	9	45	137	179
3rd quarter	5	26	31	2	47	13	109	172	203

(a) Not including Finland. (b) Excluding trade of Sterling Persian Gulf States. (c) Excluding Rhodesia. (d) Partly estimated. (e) Exports include re-exports. (f) For earlier figures see *Board of Trade Journal* of May 12, 1967.

Table 2. Trade of the Commonwealth and sterling area

Quarters or quarterly averages in £ million

	1963	1964	1965	1966	1965	1966				1967			
					4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter
IMPORTS (a):													
Australia	220	265	297	286	292	289	267	312	274	303	314	326	
Ceylon	28	37	28	38	24	33	41	40	38	35	36	32	
Kenya, Tanzania (b), Uganda	38	39	46	56	49	51	51	59	63	61	53	62(n)	
Ghana	33	30	40	31	51	44	22	26	34	33	28	25(n)	
Hong Kong	116	134	140	158	148	140	146	172	173	177	164	130	
India	221	252	259	243	259	271	238	242	219	286	251	234	
Irish Republic	77	87	93	93	91	90	86	97	99	100	98	93	
Jamaica	20	25	26	29	25	27	25	32	30	31	31	31(n)	
Malaya	44	47	49	50	46	50	50	50	50	49	60	63(n)	
Mediterranean Territories (c)	23	22	24	26	28	25	25	25	29	26	26	26(i)	
New Zealand	82	87	95	98	97	94	98	102	96	97	96	86	67
Nigeria	52	63	69	64	72	65	57	67	67	68	59	49	
Pakistan	79	89	93	80	71	79	70	82	90	100	118	91(n)	
Malawi		4	5	7	5	7	7	7	7	4	4	7(n)	
Rhodesia (d)	34	27	30	—	29	..	..	..	..	..	..	..	
Zambia	..	20	26	31	27	31	31	31	31	33	33	31(n)	
Singapore	103	78	85	91	85	90	88	91	96	92	90	100(n)	
South Africa (e) (f)	150	191	219	205	194	195	188	214	224	256	233	227(n)	
Trinidad and Tobago	34	38	42	41	43	39	41	40	44	38	37	34	
Other	147	172	185	205	201	200	205	202	215	199	214	202(i)	
Overseas Sterling Area (excluding Persian Gulf States) (g)	1,500	1,706	1,850	1,832	1,840	1,821	1,736	1,891	1,879	1,989	1,945	1,850	
Persian Gulf States (h) (i)	51	52	55	65	61	63	68	65	65	72	71	70	
United Kingdom (j)	1,246	1,424	1,438	1,487	1,467	1,545	1,494	1,499	1,409	1,609	1,620	1,523	1,688
Total Sterling Area (excluding Persian Gulf States) (g)	2,746	3,130	3,288	3,318	3,307	3,366	3,230	3,390	3,288	3,598	3,565	3,374	
Sterling Commonwealth (k) (g)	2,475	2,801	2,921	2,952	2,939	3,018	2,886	3,011	2,892	3,178	3,160	2,991	
Canada	543	622	716	820	811	732	862	783	902	836	976	940	
Rhodesia	..	27	30	—	29	..	..	..	..	..	..	..	
Commonwealth (k) (g)	3,018	3,423	3,637	3,772	3,770	3,750	3,748	3,794	3,794	4,014	4,137	3,931	
EXPORTS (a):													
Australia	247	271	269	279	274	264	291	278	282	304	314	285	
Ceylon	32	35	36	31	32	33	36	31	26	32	30	33	
Kenya, Tanzania (b), Uganda	43	48	45	54	49	56	51	53	55	56	48	56(n)	
Ghana	24	26	26	22	15	18	36	18	15	26	43	14(n)	
Hong Kong	78	90	102	118	112	106	106	126	135	129	131	132	
India	145	152	151	140	161	153	126	133	146	145	128	144	
Irish Republic	49	56	56	61	61	58	51	66	68	64	67	77	
Jamaica	18	19	19	20	15	20	24	20	17	23	24	15(n)	
Malaya	57	58	64	63	61	63	63	63	63	59	76	80(n)	
Mediterranean Territories (c)	7	7	9	10	9	10	12	9	9	9	14	7(n)	
New Zealand	82	96	90	96	84	114	113	80	75	108	96	72(i)	82
Nigeria	47	53	67	71	60	70	71	71	71	77	85	47	
Pakistan	37	46	47	54	60	59	49	42	64	57	62	48(n)	
Malawi		3	4	3	4	3	3	3	3	4	4	3(n)	
Rhodesia (d)	36	34	39	—	42	..	..	..	..	..	..	..	
Zambia	..	42	48	62	49	62	62	62	62	73	73	62(n)	
Singapore	67	50	55	66	59	64	64	69	70	59	59	75(n)	
South Africa (e)	114	120	126	146	144	130	146	150	157	151	153	166(n)	
Trinidad and Tobago	31	34	34	36	33	37	38	34	35	37	40	35	
Other	123	158	171	194	171	177	192	199	206	174	193	199(i)	
Overseas Sterling Area (excluding Persian Gulf States) (g)	1,257	1,400	1,457	1,525	1,495	1,498	1,534	1,508	1,559	1,590	1,638	1,551	
Persian Gulf States (h) (i)	151	183	177	193	180	188	187	191	206	219	179	203	
United Kingdom (j)	1,091	1,141	1,225	1,310	1,307	1,317	1,247	1,245	1,432	1,381	1,385	1,229	1,216
Total Sterling Area (excluding Persian Gulf States) (g)	2,348	2,541	2,682	2,835	2,802	2,815	2,781	2,753	2,991	2,970	3,023	2,780	
Sterling Commonwealth (k)(g)	2,142	2,290	2,416	2,525	2,521	2,525	2,481	2,435	2,658	2,655	2,702	2,437	
Canada	578	689	727	858	840	738	852	898	943	869	992	854	
Rhodesia	..	34	39	—	42	..	..	..	..	..	..	..	
Commonwealth (k) (g)	2,720	2,980	3,143	3,383	3,361	3,263	3,333	3,333	3,600	3,525	3,694	3,291	

(a) For valuation see statistical notes. (b) Formerly Tanganyika and Zanzibar. (c) Cyprus, Gibraltar, Malta. (d) From January 1, 1964, figures for all trades are recorded separately for Malawi, Rhodesia and Zambia, including trade between the countries. (e) Includes South West Africa and also the Southern African territories of Lesotho, Botswana and Swaziland. (f) Excludes military stores from 3rd quarter, 1963. (g) Excluding Rhodesia from January 1, 1966. (h) Kuwait, Muscat and Oman, Bahrain, Qatar and Trucial States. (i) Partially estimated. (j) Values include imports of pearls, diamonds and other precious and semi-precious stones and revised valuations for parcel post. (k) Excludes South and South West Africa; also excludes the Southern African territories of Lesotho, Botswana and Swaziland whose import and export trade in 1965 amounted to £30 million and £23 million respectively. (l) Values include exports of pearls, diamonds and other precious and semi-precious stones. (m) Estimated. (n) Provisional.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (01-248 3718).

Retail sales in December

Owing to pressure on printing capacity, the detailed tables for 1967 will not be published until February 16. A copy of the tables can, however, be seen at the Board of Trade's Statistics & Market Intelligence Library, Hillgate House, 35 Old Bailey, London, E.C.4 from today, February 9.

The volume of sales

THE UPWARD movement of the volume of retail sales was well maintained in the fourth quarter of 1967, the seasonally adjusted index of the volume of sales having risen from the mid-1966 to mid-1967 level of 109 (1961=100) to 111 in the third quarter and 113 in the fourth quarter of the year.

The sales of non-food shops predominated in this upward movement in the fourth quarter, with durable goods shops continuing to be the major influence; but the sales of food shops also increased in this period.

The seasonally adjusted index number of the volume of sales in December itself was 114, maintaining the average one point a month rise experienced in the last three months.

Food shops

Total sales of food shops in December showed a rise of 4 per cent over the December 1966 level, much the same increase as for the fourth quarter as a whole and rather higher than the average 3 per cent rise between the years 1966 and 1967.

A rather larger increase was recorded for grocers, bakers and dairymen. Off-licence sales, which had been showing very substantial increases, averaging 8 per cent, for the four months August-November compared with the same months of 1966, fell below the average annual increase of 6 per cent with a 4 per cent increase in December.

Table 1. Volume of retail sales seasonally adjusted (*)

Index numbers of sales per week (average 1961 prices) (a)

	All kinds of business	Food shops	Non-food shops
1966 3rd quarter	109	106	111
4th quarter	109	106	110
1967 1st quarter	109	106	112
2nd quarter	109	106	111
3rd quarter	111	108	113(s)
4th quarter	113	109	116
1966 November	109	106	111
December	109	107	110
1967 January	109	105	112
February	109	106	112
March	110	107	112
April	109	106	111
May	108	107	109
June	110	106	113
July	110	107	112
August	111	108	115
September	111	108	114
October	112	108	114
November	113	109	117
December	114	110	117

Table 2. Value of retail sales seasonally adjusted (*)

Index numbers of value of sales per week (current prices) (a) 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1966 3rd quarter	125	125	126	120	120	131
4th quarter	126	126	125	120	118	131
1967 1st quarter	128	126	129	122	120	135
2nd quarter	127	127	126	118	121	133
3rd quarter	129	128	129	122	126	134
4th quarter	132	131	133	124	132	138
1966 November	126	126	126	123	117	131
December	126	128	125	120	117	131
1967 January	127	125	128	123	123	133
February	127	126	128	121	121	135
March	128	128	129	123	116	136
April	126	126	126	114	124	133
May	126	128	124	113	120	131
June	128	126	129	124	121	133
July	127	127	128	120	124	133
August	129	128	131	124	125	137
September	129	129	130	122	127	133
October	129	129	130	118	130	138
November	132	131(l)	133	126(l)	131	138
December	134	134	134	126	133	139

(*) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(†) Including department stores and mail order businesses.
(l) Revised figure.

Table 3. Value of retail sales – Analysis by forms of organization

December – Index numbers of values of sales per week (current prices) and percentage changes on a year earlier (a).
Figures for earlier periods appeared in the *Board of Trade Journals* of February 10, 1967, and August 11, 1967.

1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	173	+ 6	156	+ 5	212	+ 9	126	+ 1
FOOD SHOPS (h)	151	+ 4	139	+ 3	204	+ 9	115	+ 1
Grocers	149	+ 5(f)	133	+ 2	211	+11	113	Nil(f)
Butchers	140	+ 5	..	..	..	..	..	..
Greengrocers, fruiterers	117	Nil	119	+ 1	117	+ 4	83	— 9
Fishmongers, poulterers	130	+ 1	..	..	..	..	..	..
Bread and flour confectioners	151	+ 6(g)	146	+ 5	161	+ 7	..	..
Off-licences	349	+ 4	324	+ 1	372	+ 6	..	..
Dairymen	145	+ 6	..	..	..	..	128	+ 5
NON-FOOD SHOPS	192	+ 7	..	..	..	..	..	..
Clothing and footwear shops	194	+ 5	169	+ 4	223	+ 8	172	— 2
Footwear shops	176	+ 7	164	+ 7	186	+ 7	146	Nil
Men's and boys' wear shops	184	+ 3	192	+ 3	176	+ 4	194	— 2
Women's, girls' and infants' wear, drapery and general clothing shops	201	+ 6	164	+ 3	258	+ 9	172	— 3
Large (c)	—		171	+ 8	—		—	
Medium (c)	—		172	+ 6	—		—	
Small (c)	—		158	+ 1	—		—	
Durable goods shops	163	+14	155	+10	181	+23	154	+ 7
Furniture shops	144	+10	142	+ 7	153	+19	—	
Large (c)	—		149	+13	—		—	
Medium and small (c)	—		139	+ 5	—		—	
Other durable goods shops	181	+18	171	+12	192	+24	—	
Electricity showrooms	175	+29	—		175	+29	—	
Gas showrooms	194	+17	—		194	+17	—	
Radio and television rental specialists	..		..		190	+17	—	
Radio and electrical goods shops (including radio and cycle shops and perambulator shops)*	178	+17	—		—		—	
Miscellaneous non-food shops (b)	195	+ 6	..		..		..	
Confectioners, tobacconists, newsagents	169	+ 5	163	+ 4	215	+ 7	—	
Booksellers, stationers	..		247	+ 4	..		—	
Chemists, photographic goods dealers (d)	205	+ 7	161	+ 5	271	+10	176	Nil
Jewellers	321	+12	309	+12	376	+13	—	
Leather goods, sports goods, toys and fancy goods shops	304	+ 6	..		..		—	
Ironmongers and hardware shops	157	+ 7	154	+ 7	186	+ 8	—	
Other miscellaneous non-food shops	—		160	+ 7	—		—	
Department stores	199	+ 9	—		—		—	
Mail order businesses	254	+ 9	—		—		—	

*Rental specialists are no longer included in this kind of business.
NOTE: Revisions have been made to some of the earlier figures for multiple furniture retailers. Details can be obtained, on request, from the Board of Trade, Statistics Division, Room 363, Broadway Buildings, London, S.W.1.

'SHOP WINDOW FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

Clothing and footwear shops

In the last quarter of 1967, the value of sales of footwear and clothing shops was, after allowing for seasonal influences, rather higher than in the first and third quarters of 1967, and considerably higher than the low level reached in the second quarter. The seasonally adjusted index of the value of the sales of clothing and footwear shops was 124 (1961=100), which in volume terms is much the same as the previous peak of 120 in the first quarter of 1966, when account is taken of the increase in prices in the period.

Clothing and footwear shops' sales were 5 per cent higher in December 1967 than in the same month in 1966. Prices during this period are estimated to have increased by nearly 1 per cent.

Footwear, women's wear and men's wear shops all shared in the larger increases in sales in December – the increase in footwear shops sales was particularly marked.

Durable goods shops

The seasonally adjusted index of the value of sales of durable goods shops in the fourth quarter of 1967 was 132 continuing the rise which has been evident since the middle of the year. On an unadjusted basis, the value of sales in December itself was 14 per cent higher than in December 1966; this increase continued in part to reflect the low level of sales towards the end of 1966. Overall, the price of durable goods is estimated to have risen only slightly over the past year, so that the volume of sales in December showed a marked increase on that a year earlier.

Sales of durable goods by co-operative societies were 7 per cent higher than in December 1966 and furniture shops showed an increase of 10 per cent, which were both less than the increase for the group as a whole. On the other hand, sales of radio and electrical goods shops were 17 per cent higher than in December 1966, as were receipts of television rental specialists and sales by gas showrooms, while sales by electricity showrooms were 29 per cent above the figure for a year earlier.

Other non-food shops

After seasonal adjustment, the value of other non-food shop sales in the fourth quarter of 1967 was about 3 per cent higher than in the third quarter.

The sales of department stores continued to be buoyant, showing an 8 per cent increase compared with the fourth quarter of 1966, double the average rate of increase for the year as a whole.

Sales of jewellers, which include watch and clock dealers, in December were 12 per cent higher than in 1966, not quite as large an increase as was recorded in November, but still much larger than the average 4 per cent increase for the year as a whole. Chemists, ironmongers, and leather goods, etc. shops all showed increases in December.

(*Table 4 on next page*)

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575, TELEX 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. TELEX 55472, Answer Back – ECONPLAN LDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021. 643 8221. TELEX 33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. TELEX 25991, Answer Back – BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
P. B. Hunt, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN).

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: 0272 21071. TELEX 44214. Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. Cardiff 62151. Code: 0222. 62151. TELEX. 49267, Answer Back – BOT CARDIFF).
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261).

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C.3 (Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX 77583, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness. (Tel. Inverness 30867. Code: 0463 30867).

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232. 34488. TELEX. 74578, Answer Back – GOVNI BELFAST).

Table 4. Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume.

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,140)				Food shops (h) (£4,154)				Non-food shops															
									Total (£4,986)				Clothing and footwear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (b) (£1,962)		Department stores (£457)		Mail order businesses (£227)	
	Value		Volume*		Value		Volume*		Value		Volume*													
1964 Year	113	+5	106	+2	112	+5	103	+1	114	+6	108	+4	110	+4	116	+ 7	114	+6	113	+5	142	+12
1965 Year	120	+6	108	+2	119	+6	104	+1	122	+6	111	+3	117	+6	121	+ 4	122	+7	118	+4	165	+16
1966 Year	125	+4	109	+1	124	+5	106	+2	126	+3	112	+1	120	+2	120	— 1	128	+5	120	+2	184	+11
1967 Year	129	+3	111	+1	128	+3	107	+1	130	+3	114	+2	122	+2	125	+ 4	131	+3	124	+4	195	+ 6
1966 1st quarter	115	+5	102	+2	120	+5	104	+2	111	+5	100	+3	99	+4	116	+ 1	113	+7	105	+5	162	+16
2nd quarter	122	+5	106	+2	123	+6	105	+2	121	+4	108	+2	118	+3	114	+ 2	122	+6	111	+3	176	+14
3rd quarter	122	+3	106	+1	122	+4	103	+2	121	+3	107	Nil	114	+1	117	— 1	126	+5	114	+1	160	+ 8
4th quarter	142	+3	123	Nil	132	+4	112	+1	150	+2	132	—2	148	+2	135	— 4	150	+3	150	Nil	237	+ 8
1967 1st quarter	118	+3	101	Nil	124	+4	104	+1	113	+2	99	—1	101	+2	114	— 2	116	+3	105	+1	170	+ 5
2nd quarter	123	+1	105	—1	126	+2	105	Nil	121	Nil	106	—2	116	—1	113	— 1	122	+1	111	Nil	186	+ 6
3rd quarter	125	+3	108	+2	125	+2	105	+2	125	+3	109	+2	116	+2	123	+ 5	129	+2	118	+4	167	+ 4
4th quarter	150	+5	128	+4	137	+4	114	+2	160	+6	140	+6	154	+4	151	+12	157	+5	162	+8	256	+ 8
1967 October	131	+4	113	+3	126	+3	107	+2	135	+5	118	+4	123	+2	140	+10	129	+3	131	+7	247	+11
November	139	+5	119	+4	131	+4†	110†	+3†	145†	+6	127	+5	134†	+3	147	+13	138	+5	147	+8	269	+ 5
December	173	+6	148	+5	151	+4	124	+2	192	+7	168	+7	194	+5	163	+14	195	+6	199	+9	254	+ 9

(ii) Analysis by kind of business: value only.

(Sales in 1961 £ million)	Food shops										Clothing and footwear shops			
	Grocers (f) (£2,397)		Butchers (£637)		Greengrocers, fruiterers (£323)		Fishmongers, poulterers (£81)		Bread and flour confectioners (g) (£196)		Off-licences (£139)		Dairymen (£367)		Footwear shops (£229)		Men's and boys' wear shops (£281)		Women's wear shops (£874)	
1964 Year	112	+4	109	+6	103	+3	115	+7	119	+6	123	+ 8	118	+7	109	+3	111	+4	111	+4
1965 Year	119	+6	113	+4	107	+4	120	+4	126	+6	135	+10	127	+7	114	+5	117	+5	118	+6
1966 Year	125	+5	116	+3	113	+6	120	+1	132	+4	146	+ 8	132	+5	117	+2	120	+3	120	+2
1967 Year	129	+3	118	+1	114	+1	119	—1	137	+4	154	+ 6	138	+4	119	+2	121	Nil	123	+2
1966 1st quarter	121	+6	117	+2	104	+5	118	+1	127	+5	119	+ 9	131	+7	92	+5	105	+5	99	+4
2nd quarter	124	+6	112	+3	127	+7	123	+2	131	+4	122	+11	132	+6	123	+2	119	+4	116	+2
3rd quarter	123	+5	112	+3	115	+5	117	Nil	131	+3	127	+10	131	+3	113	Nil	114	+2	114	+1
4th quarter	133	+4	124	+3	106	+6	124	—1	137	+4	218	+ 5	136	+2	139	+2	143	Nil	152	+2
1967 1st quarter	125	+4	119	+2	109	+4	120	+2	132	+4	128	+ 7	135	+3	94	+3	105	Nil	101	+2
2nd quarter	127	+2	114	+2	125	—2	119	—3	135	+3	127	+ 4	139	+5	118	—3	116	—3	116	Nil
3rd quarter	126	+3	111	—1	116	+1	114	—3	137	+4	134	+ 6	137	+5	116†	+3†	116	+2	116	+2
4th quarter	138	+4	127	+3	105	Nil	124	Nil	145	+6	229	+ 5	143	+5	146	+5	145	+2	159	+4
1967 October	129	+3	118	+1	96	—2	119	—1	141	+5	146	+ 8	140	+4	126	+3†	111†	Nil	126†	+2†
November	134†	+4†	121	+2	100	Nil	121	Nil	142	+6	163	+ 8	142	+5	129	+5	130	+1	137†	+4
December	149	+5	140	+5	117	Nil	130	+1	151	+6	349	+ 4	145	+6	176	+7	184	+3	201	+6

(Sales in 1961 £ million)	Durable goods shops										Miscellaneous non-food shops											
	Furniture shops (£399)		Electricity showrooms (£55)		Gas showrooms (£49)		Radio and television rental specialists‡ (£62)		Radio and electrical goods, etc., shops (e) (£310)		Confectioners, tobacconists, newsagents (£794)		Booksellers, stationers‡ (£60)		Chemists, photographic goods dealers (d) (£259)		Jewellers (£80)		Leather goods, sports goods, toys and fancy goods shops (£83)		Ironmongers and hardware shops (£235)		Other miscellaneous non-food shops (i) (£66)	
1964 Year	111	+8	128	+ 8	165	+21	147	+10	107	+ 1	113	+5	121	+ 9	114	+6	118	+12	112	+ 8	109	+2	113	
1965 Year	117	+5	124	— 3	195	+18	160	+ 9	107	Nil	112	+8	133	+10	120	+5	126	+ 7	123	+ 9	114	+4	118	+5
1966 Year	116	—2	119	— 4	187	— 4	173	+ 8	107	Nil	130	+6	144	+ 9	127	+6	130	+ 3	130	+ 6	119	+4	121	+3
1967 Year	115	Nil	137	+16	203	+ 9	188	+ 9	114	+ 6	133	+3	151	+ 5	130	+3	136	+ 4	133	+ 2	122	+2	125	+3
1966 1st quarter	109	+2	109	—14	177	— 7	182	+12	104	+2	122	+9	135	+11	109	+7	102	+ 5	91	+ 9	111	+6	116	Nil
2nd quarter	114	+1	113	— 4	173	— 1	169	+ 8	96	+ 3	125	+7	121	+ 9	121	+6	109	+ 6	109	+ 6	117	+4	127	+3
3rd quarter	114	—1	117	Nil	190	— 6	169	+ 8	101	Nil	131	+6	132	+ 9	129	+6	125	+ 4	133	+ 6	117	+5	113	+3
4th quarter	126	—7	137	Nil	207	— 3	171	+ 4	128	— 2	142	+4	191	+ 6	149	+4	185	Nil	186	+ 4	131	+3	130	+4
1967 1st quarter	103	—5	117	+ 8	186	+ 5	191	+ 5	102	— 1	126	+4	140	+ 4	110	+1	103	+ 1	93	+ 3	113	—2	118	+2
2nd quarter	108	—5	124	+10	185	+ 7	178	+ 6	97	+ 1	127	+1	127	+ 5	122	+1	108	— 1	107	+ 2	117	Nil	128	+1
3rd quarter	114	Nil	138	+19	211	+10	185	+10	110	+ 9	133	+2	139	+ 5	133	+3	126	+ 1	134	+ 1	120	+2	117	+3
4th quarter	137	+9	169	+24	233	+13	199	+16	147	+15	148	+4	198	+ 4	156	+5	206	+11	196	+ 5	138	+5	138	+6
1967 October	129	+6	161	+18	254	+10	193	+12	126	+12	132	+3	154	+ 3	121	+1	124	+ 3	120	+ 5	124	+3	124	+4
November	135	+10	170	+23	256	+11	215	+18	130	+16	138	+4	182	+ 5	130	+5	144	+17	136	+ 5	128	+5	122	+5
December	144	+10	175	+29	194	+17	190	+17	178	+17	169	+5	247	+ 4	205	+7	321	+12	304	+ 6	157	+7	160	+7

*Average 1961 prices. ‡Independent retailers only. §Multiple retailers only. †Revised.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by December 1967 sales was the five weeks from November 26, 1967, to December 30, 1967, the corresponding period in 1966 was from November 27, 1966, to December 31, 1966. As the figures are based on the value of sales they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops.

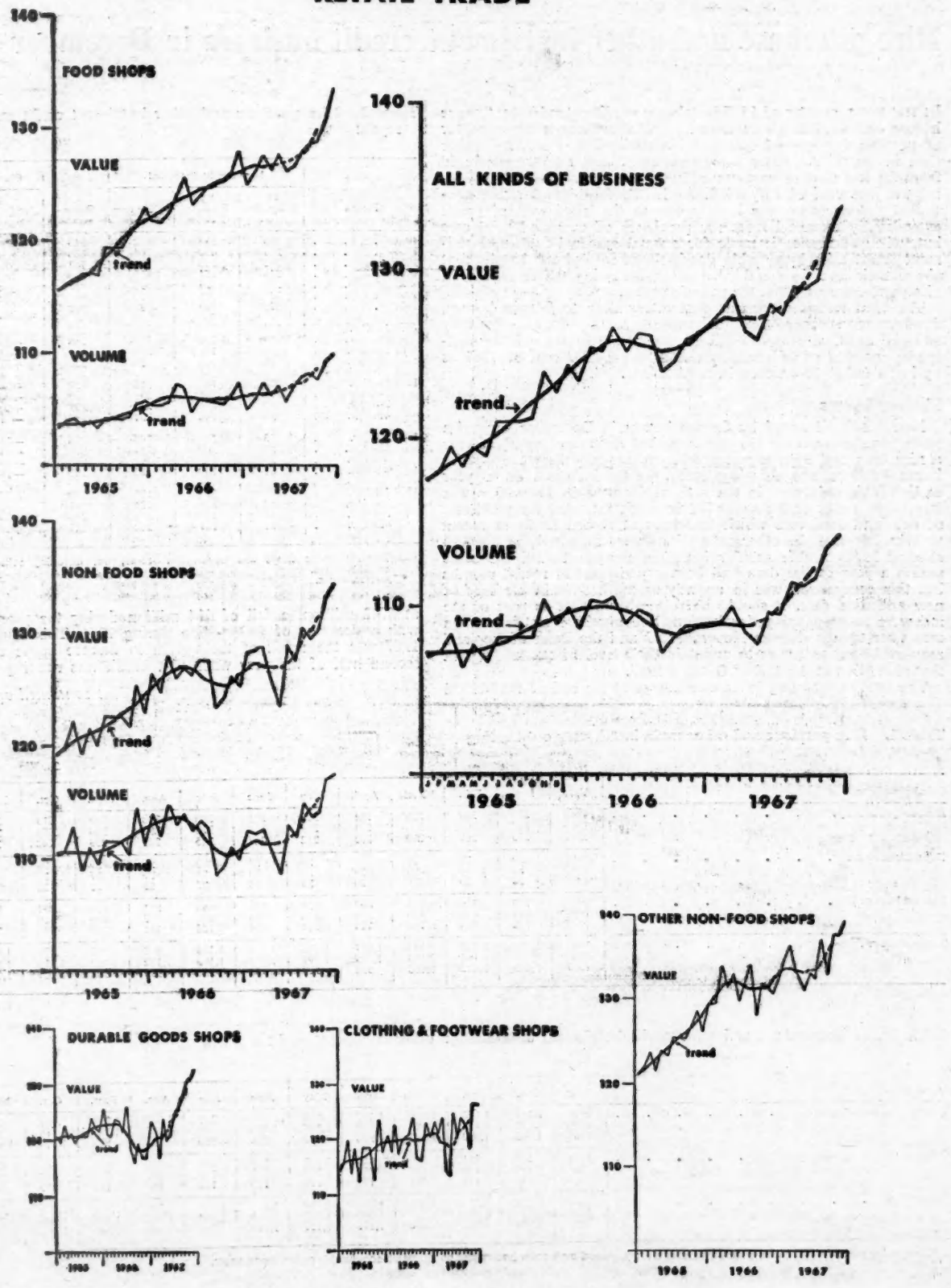
(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

RETAIL TRADE



Hire purchase and other instalment credit business in December

IN THE FINAL quarter of 1967 instalment credit extended by finance houses and durable goods shops, when allowance is made as far as possible for normal seasonal fluctuations, was a little higher than in the third quarter when new credit had already recovered from the low level of business in the previous four quarters following the measures of July 1966. As in the third quarter, the continued improvement was largely due to the high level of credit extended by finance houses for purchases of new and used cars but, when allowance is made for normal seasonal factors, instalment credit sales by durable goods shops rose about 10 per cent above their level in the third quarter, following the relaxation in hire purchase controls at the end of August.

The total instalment credit debt outstanding to finance houses, durable goods shops and department stores, on a seasonally adjusted basis, rose by £32 million during the fourth quarter making an increase of £41 million during the second half of 1967 as against a fall of £86 million in the first half.

Finance houses

New credit advanced by finance houses in December showed a much smaller increase (34 per cent) on the same month a year earlier than had been experienced in recent months when finance house business was showing much greater increases on a year earlier. This reduction in the rate of increase in December was largely the result of the sharp fall in credit extended for purchases of new and used cars which had been at record levels in recent months. Most of the other categories shown separately in Table 4 showed in December smaller increases compared with the same month a year earlier than had been experienced in recent months but this comparison was in no way as marked as in the case of new and used cars. It should be remembered that as part of the measures accompanying devaluation, hire purchase restrictions on cars were tightened from November 19 and the Bank of England requested finance houses to maintain their level of outstandings at that prevailing at the end of October 1967.

The debt outstanding to finance houses at the end of 1967 stood at £742 million, a fall of £14 million during the year compared with a decrease of £80 million during 1966. This smaller fall in 1967 was the result of the upturn in finance house debt in the second half of the year when new credit was running at a much

(*Text continued on page* 414)

Table 2. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	New Credit Extended: By Finance Houses	New Credit Extended: Total	Repayments	Change in Debt: Unadjusted	Change in Debt: Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	808	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1966	235	621	856	989	—133	
1967	235	689	924	969	— 45	
1964 1st Qtr.	*74	166	240	212	+28	+41
2nd Qtr.	69	204	273	218	+55	+35
3rd Qtr.	75	181	256	214	+42	+39
4th Qtr.	96	160	256	225	+31	+41
1965 1st Qtr.	71	185	256	232	+24	+36
2nd Qtr.	71	220	291	237	+54	+31
3rd Qtr.	73	176	249	239	+10	+10
4th Qtr.	91	146	237	244	— 7	+ 4
1966 1st Qtr.	63	182	245	256	—11	+ 1
2nd Qtr.	58	200	258	251	+ 7	—17
3rd Qtr.	53	139	192	242	—50	—50
4th Qtr.	61	100	161	240	—79	—67
1967 1st Qtr.	47	135	182	240	—58	—48
2nd Qtr.	50	174	224	241	—17	—38
3rd Qtr.	57	199	256	246	+10	+ 9
4th Qtr.	81	181	262	242	+20	+32

(a) Durable goods shops and department stores; not including other instalment credit retailers.
*Fourteen weeks.

Table 1. Hire purchase and other credit instalments outstanding

£ million, end of period.

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1965	328	328	325	321	323	321	320	318	319	319	322	329
	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
Department stores	1965	30	29	29	29	29	29	29	29	29	29	29	31
	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
Finance houses	1965	755	766	785	807	826	843	856	861	855	851	848	836
	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719	715	712	716	726	731	734	744	755	742
Total of above	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018

Table 1a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period.

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
Other instalment credit retailers*	1965	159	151	149	150	151	150	149	150	154	160	172	190
	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
Grand Total	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,359	1,371	1,386
	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Table 3. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)								Furniture Shops						Other Durable Goods Shops							
	Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (b)		Radio and electrical, etc., goods shops (c)					
																	Total (£82)		Multiples (£37)		Independents (d) (£45)	
1963 Year	114	+ 8	101	+ 3	124	+13	111	+ 4	102	+ 2	108	+ 4	97	— 1	125	+15	124	+16	144	+25	107	+ 8
1964 Year	116	+ 2	100	— 1	126	+ 2	119	+ 7	107	+ 4	114	+ 5	100	+ 3	124	— 1	110	—11	123	—15	101	— 6
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15	100	—20	92	—10
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21	87	—13	67	—27
1967 Year	94	+ 2	81	— 1	104	+ 4	91	— 4	88	— 5	86	— 8	90	— 2	101	+ 9	82	+ 7	100	+14	67	Nil
1966 1st quarter	97	— 9	90	— 9	101	— 9	106	— 7	95	— 2	95	+ 3	96	— 6	97	—14	85	— 9	89	— 4	81	—13
2nd quarter	90	—14	79	—14	97	—13	96	—14	91	—10	93	—11	89	— 8	88	—17	73	—18	83	— 4	64	—22
3rd quarter	86	—19	73	—23	96	—16	84	—24	88	—18	90	—17	86	—18	85	—19	66	—24	79	—13	54	—33
4th quarter	97	—26	86	—30	106	—22	93	—31	98	—26	98	—28	98	—25	98	—24	81	—30	97	—19	68	—39
1967 1st quarter	81	—17	71	—21	88	—13	79	—26	76	—21	73	—23	78	—18	85	—12	70	—18	82	— 8	60	—26
2nd quarter	83	— 8	69	—12	93	— 5	80	—16	76	—16	74	—20	79	—11	89	+ 1	68	— 6	85	+ 2	55	—14
3rd quarter	93	+ 7	78	+ 8	103	+ 7	89	+ 5	84	— 5	79	—12	88	+ 2	101	+19	81	+24	101	+28	64	+18
4th quarter	122	+25	105	+23	134	+26	116	+26	117	+20	118	+20	117	+19	127	+30	107	+33	130	+35	88	+30
1966 January	108	+ 1	104	— 4	109	+ 4	117	+ 4	107	+ 4	103	+13	110	— 4	107	— 1	97	+ 3	100	+11	95	— 3
February	98	— 6	90	— 2	103	— 8	100	— 7	98	+ 2	104	+ 6	91	— 3	97	—11	87	— 3	86	— 4	88	— 2
March (a)	88	—18	78	—18	93	—19	101	—15	84	— 9	81	— 8	88	—10	89	—25	73	—23	83	—15	64	—30
April	90	—14	80	—15	96	—14	92	—13	89	—11	90	—12	87	—11	91	—16	77	—18	84	—15	70	—20
May	94	—13	81	—11	101	—14	105	—14	94	— 7	96	—10	92	— 3	92	—17	75	—20	87	—16	65	—23
June (a)	87	—14	75	—14	94	—14	91	—15	90	—11	93	—12	87	— 9	83	—17	67	—18	79	—11	57	—24
July	97	—10	87	—10	103	— 9	102	—12	99	—10	97	—12	101	— 8	94	— 9	74	—11	83	— 9	67	—13
August	79	—22	64	—27	90	—18	75	—29	80	—20	84	—20	77	—20	78	—22	58	—26	75	—11	44	—40
September (a)	84	—25	69	—31	95	—20	78	—30	85	—22	88	—19	81	—24	85	—26	65	—31	80	—18	52	—42
October	95	—25	80	—31	105	—21	91	—29	92	—25	93	—24	91	—26	98	—25	75	—31	89	—21	64	—40
November	98	—28	82	—33	108	—24	97	—32	94	—30	92	—33	97	—26	101	—25	79	—31	101	—13	61	—46
December (a)	99	—24	93	—26	105	—22	90	—31	106	—24	107	—27	104	—22	95	—22	87	—27	99	—22	76	—32
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27	80	—20	64	—32
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15	83	— 3	66	—25
March (a)	78	—12	65	—16	87	— 6	78	—23	72	—14	69	—15	76	—14	83	— 7	64	—11	82	— 2	50	—21
April	83	— 8	70	—13	93	— 3	75	—18	78	—13	76	—16	79	—10	89	— 2	68	—11	83	— 1	56	—20
May	86	— 9	71	—13	96	— 5	84	—20	76	—19	73	—25	79	—14	94	+ 3	72	— 5	87	Nil	59	—10
June (a)	80	— 8	67	—11	89	— 5	81	—11	76	—15	74	—20	78	—10	84	+ 1	66	— 2	84	+ 6	51	—12
July	89	— 8	77	—11	97	— 6	90	—12	81	—18	75	—23	87	—14	96	+ 2	77	+ 4	93	+12	63	— 6
August	88	+11	72	+14	99	+11	81	+ 8	78	— 3	73	—13	83	+ 8	98	+25	76	+32	100	+33	57	+30
September (a)	100	+18	84	+21	111	+17	94	+21	90	+ 7	88	— 1	93	+14	109	+28	88	+36	110	+37	71	+35
October	116	+22	97	+21	129	+22	117	+29	107	+16	107	+15	107	+18	124	+26	101	+34	123	+38	82	+29
November	124	+27	106	+29	136	+27	122	+26	116	+24	110	+20	122	+26	130	+31	106	+33	134	+33	82	+34
December (a)	125	+26	111	+20	137	+30	111	+22	126	+20	133	+24	120	+15	127	+32	114	+31	133	+34	98	+29

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Other Selected Kinds of Business								Total of Selected Kinds of Business (f) (£673)	
	Department Stores (£54)		Other General Stores (e) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)			
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1965 Year	104	..	133	..	165	..	95	..	128	..
1966 Year	103	— 1	125	— 6	184	+11	93	— 2	124	— 3
1967 Year	108	+ 5	119	— 4	195	+ 6	92	— 2	128	+ 3
1966 1st quarter	95	+ 8	96	—12	162	+14	71	— 1	115	+ 2
2nd quarter	97	+ 1	120	+ 2	176	+ 8	86	— 5	119	Nil
3rd quarter	92	— 6	108	— 7	160	+ 8	83	— 5	111	— 6
4th quarter	128	— 5	176	— 6	237	+ 6	134	+ 1	152	— 7
1967 1st quarter	89	— 6	90	— 6	170	+ 5	69	— 2	108	— 6
2nd quarter	96	— 1	110	— 8	186	+ 6	84	— 3	118	— 1
3rd quarter	100	+ 8	103	— 4	167	+ 4	82	— 1	116	+ 5
4th quarter	148	+15	175	— 1	256	+ 8	131	— 2	170	+12
1966 January	120	+32	92	—16	115	+16	62	— 1	106	+ 6
February	82	— 2	92	—10	160	+19	62	— 9	112	+ 3
March (a)	85	— 3	101	—10	202	+14	84	+ 5	123	— 2
April	98	— 2	117	+ 2	163	+15	84	— 5	115	— 1
May	107	+ 8	130	+ 9	196	+15	95	— 2	130	+ 3
June (a)	89	— 2	114	— 3	170	+14	81	— 6	115	— 1
July	110	— 1	111	— 3	148	+ 6	87	— 4	114	— 2
August	78	— 6	97	— 8	148	+14	78	— 3	101	— 6
September (a)	89	—11	114	—11	179	+ 6	83	— 6	116	— 9
October	109	— 1	135	— 7	221	+ 8	89	+ 4	138	— 7
November	117	—12	175	— 5	257	+ 6	119	— 3	156	— 9
December (a)	152	— 3	211	— 7	233	+10	181	+ 2	161	— 6
1967 January	101	—16	82	—11	134	+17	60	— 4	98	— 8
February	81	— 1	88	— 4	180	+12	61	— 2	110	— 2
March (a)	85	+ 1	97	— 4	191	— 5	84	— 1	115	— 7
April	96	— 2	105	—10	185	+14	80	— 5	116	+ 1
May	104	— 3	118	— 9	194	— 1	93	— 2	123	— 5
June (a)	90	+ 1	108	— 5	180	+ 5	80	— 1	114	— 1
July	110	Nil	103	— 7	154	+ 4	85	— 2	111	— 2
August	86	+11	92	— 5	156	+ 6	75	— 3	108	+ 6
September (a)	102	+15	111	— 2	186	+ 4	85	+ 3	126	+ 8
October	125	+15	130	— 4	247	+11	86	— 4	155	+13
November	136	+16	172	— 1	269	+ 5	112	— 5	172	+10
December (a)	175	+15	213	+ 1	254	+ 9	183	+ 1	181	+12

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).

(Continued on next page)

higher level than in the early part of the year following the relaxation of hire purchase restrictions on cars in June and at the end of August and the introduction of the new annual registration letter in August,

Durable goods shops

Instalment credit sales by durable goods shops in December were 26 per cent higher than in December 1966, a similar increase on a year earlier to those recorded in October and November. During the fourth quarter credit sales were 25 per cent higher than in the same quarter of 1966 compared with an increase of 7 per cent in the third quarter and decreases in the first half of the year. These comparisons reflect the low level of business following the measures of July 1966. Of the two groups of shops shown separately in Table 3 furniture shops showed a marked improvement in instalment credit business in the fourth quarter with an increase of 20 per cent over the corresponding quarter of 1966 as against decreases in the earlier quarters. The other durable goods shops, comprising radio and electrical goods shops, together with gas and electricity showrooms, recorded an increase of 30 per cent in the fourth quarter of 1967 over the fourth quarter of 1966 but this group had already experienced small increases on a year earlier in the previous two quarters.

Instalment credit sales by department stores in December were 15 per cent higher than in December 1966, a similar increase to those experienced in recent months.

The debt owed to durable goods shops and department stores rose by £12 million during the fourth quarter largely under normal seasonal influences.

Other instalment credit retailers

General mail order houses, which account for the greater part of the sales of this group of traders, showed in the fourth quarter an increase of 8 per cent over the coresponding period of 1966. This increase was slightly higher than the increases on a year earlier recorded in the previous three quarters of the year but the average rate of increase in 1967 was only half as much as that experienced in 1966. The instalment credit sales of other general stores in the fourth quarter were only marginally lower than in the same quarter of 1966, an improvement on their experience earlier in the year. The non-durable goods departments of co-operative societies on the other hand showed a decrease in credit sales on a year earlier in the fourth quarter similar to those experienced earlier in 1967.

Debt outstanding to this group of traders rose by £40 million during the fourth quarter, a movement not very different from that recorded in recent years.

Finance houses: new instalment credit extended

Table 4. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	—23	117	—14	87	— 4	42	—29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	—15
1967 Year	152	+16	138	+17	90	+ 3	44	+ 5	115	— 5	110	Nil	180	+14	59	+ 4	131	— 6	120	+11
1966 1st quarter	172	—10	135	Nil	103	+ 6	48	— 9	109	+16	93	+23	179	Nil	66	—12	162	+11	127	— 1
2nd quarter	187	—18	162	— 5	109	+ 2	65	—22	161	— 2	115	+22	178	—10	57	—19	142	—16	140	— 9
3rd quarter	110	—31	104	—23	78	— 4	39	—36	138	— 4	132	— 5	142	—17	51	—20	127	—17	97	—21
4th quarter	58	—48	68	—36	60	—25	17	—58	76	—17	97	— 4	132	—15	53	—28	128	—19	70	—32
1967 1st quarter	110	—36	95	—30	80	—23	22	—53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	—26
2nd quarter	140	—25	135	—17	100	— 9	39	—10	137	—14	99	—14	203	+14	53	— 7	135	— 5	122	—13
3rd quarter	183	+67	177	+70	88	+13	57	+47	138	Nil	133	Nil	177	+25	56	+11	124	— 2	139	+44
4th quarter	177	+202	144	+111	91	+52	39	+126	89	+16	114	+17	169	+28	72	+34	135	+ 6	126	+81
1966 January	169	+ 9	113	+15	96	+ 9	35	— 6	74	+24	80	+ 6	175	+21	76	— 1	170	+20	117	+12
February	162	—11	133	— 2	95	+ 4	48	— 8	102	+13	93	+24	171	— 2	64	— 5	154	+11	122	— 2
March	186	—22	158	— 7	118	+ 4	60	—12	151	+14	106	+40	191	—12	57	—28	163	+ 2	141	—10
April	185	—20	150	—17	110	— 2	60	—30	146	— 6	103	+17	186	+ 6	55	—27	134	—17	135	—14
May	206	— 8	167	— 3	116	+ 4	66	—25	166	+ 1	125	+37	178	—13	58	—20	144	—19	146	— 7
June	170	—24	168	+ 7	101	+ 5	69	— 9	171	Nil	117	+13	170	—20	58	— 7	148	—10	138	— 6
July	192	— 8	159	+ 3	105	+15	63	— 4	179	+17	143	— 6	173	— 9	58	— 9	148	— 5	140	— 1
August	74	—48	78	—39	65	—13	28	—54	115	—20	144	— 6	131	—23	47	—23	120	—23	78	—33
September	63	—50	76	—39	63	—19	26	—53	119	—12	110	— 2	122	—21	47	—28	112	—22	73	—34
October	63	—50	71	—39	64	—23	21	—61	95	—17	115	+ 6	134	—17	48	—33	123	—22	73	—34
November	70	—43	73	—33	66	—22	17	—61	78	—16	103	— 6	137	—14	55	—24	131	—16	75	—29
December	42	—51	60	—36	50	—32	14	—48	56	—20	74	—14	126	—14	57	—28	129	—21	62	—32
1967 January	107	—37	78	—31	73	—24	16	—55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	—26
February	106	—35	95	—29	75	—21	22	—54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	—26
March	117	—37	112	—30	92	—22	29	—51	141	— 7	116	+ 9	204	+ 7	53	— 6	122	—25	107	—24
April	118	—36	111	—26	93	—16	44	—26	125	—14	107	+ 3	221	+19	48	—13	133	— 1	109	—19
May	134	—35	126	—25	107	— 8	70	+ 6	137	—17	88	—29	195	+10	57	— 2	128	—11	119	—19
June	167	— 2	167	— 1	99	— 2	62	—11	150	—12	103	—12	193	+13	55	— 5	144	— 3	137	— 1
July	194	+ 1	181	+14	90	—14	61	— 4	143	—20	133	— 7	170	— 2	54	— 7	125	—16	142	+ 2
August	175	+135	168	+114	88	+35	57	+104	138	+20	136	— 5	175	+34	55	+17	121	Nil	134	+72
September	181	+189	182	+141	86	+36	54	+108	132	+11	129	+17	186	+53	60	+29	126	+13	141	+93
October	208	+229	182	+155	105	+65	52	+144	113	+19	121	+ 5	189	+42	71	+47	133	+ 9	149	+106
November	228	+226	172	+135	96	+45	40	+138	87	+12	132	+28	183	+34	75	+36	142	+ 9	147	+96
December	94	+123	78	+29	72	+43	26	+85	66	+17	88	+19	134	+ 6	69	+22	131	+ 1	83	+34

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Summary of activity at aerodromes in the United Kingdom and the Channel Islands October 1967

PASSENGER TRAFFIC at United Kingdom airports in October 1967 was 12 per cent more than a year earlier. There is a hint in the run of figures for the last three months that, after allowing for seasonal factors, traffic may be rising again after a period of flatness, or decline, in the middle of the year. In the second and third quarters the number of passengers was about 5 per cent more than in the same quarters of 1966 and in the first quarter 13 per cent more. This last figure is about the average annual rate of growth in recent years. The pattern at London area airports, through which two-thirds of United Kingdom air passenger traffic pass, has been similar.

Air transport movements at United Kingdom airports have fallen also, in 1967. There is less evidence of this at airports in the London area where experience has been more in line with that reported by United Kingdom airlines which have continued to offer increasing capacity and whose load factors have fallen.

The weight of cargo picked up and set down at all airports in October was 14 per cent more than a year earlier. In previous months it had been less than in 1966, when more goods were shipped by air during the Seamen's strike, and about the same as in the corresponding months of 1965.

Detailed figures for October 1967 are given in the table below.

		Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
		Total	Air Transport	Total	Terminal	Transit	Metric tons	
BOT and other UK aerodromes	1967	97,031	44,910	1,940,589	1,880,510	60,079	46,783·7	3,265·7
	1966	92,569	43,897	1,737,464	1,671,856	65,608	41,099·7	3,122·1
London area aerodromes	1967	28,778	21,742	1,225,619	1,206,605	19,014	26,538·4	2,263·9
	1966	26,160	20,465	1,081,723	1,064,438	17,285	21,469·9	2,139·4
*London (Heathrow)		20,627	19,158	1,103,867	1,085,329	18,538	25,029·7	2,209·1
*London (Gatwick)		5,293	2,511	120,954	120,478	476	1,441·7	54·8
*Stansted		2,633	31	720	720	—	67·0	—
Westland Heliport, London		225	42	78	78	—	—	—
Other UK aerodromes:								
Aberdeen (Dyce)		1,448	350	10,245	8,957	1,288	60·5	9·2
*Belfast (Aldergrove)		2,289	1,915	74,895	74,886	9	2,377·5	232·6
Benbecula		128	100	2,428	1,193	1,235	11·7	3·0
*Birmingham		4,214	1,135	41,389	40,677	712	594·9	—
*Blackpool		4,139	363	8,533	8,023	510	76·6	—
*Bournemouth (Hurn)		3,296	107	3,185	3,140	45	16·8	—
*Bristol (Lulsgate)		2,223	668	11,454	7,957	3,497	189·8	—
Brough		1,081	132	2,123	1,777	346	4·8	—
*Cambridge		5,318	140	1,078	837	241	211·3	—
*Coventry		2,361	17	40	40	—	52·9	—
*East Midlands (Castle Donington)		1,787	540	11,733	11,689	44	322·6	—
*Edinburgh (Turnhouse)		5,084	993	49,194	47,898	1,296	246·1	120·9
*Glamorgan (Rhoose)		2,081	487	8,767	7,407	1,360	33·2	—
*Glasgow (Abbotsinch)		3,644	2,966	127,359	125,655	1,704	1,251·1	174·8
Hawarden		477	260	1,967	1,228	739	20·3	—
Inverness (Dalcross)		270	192	5,643	4,188	1,455	18·6	—
Islay (Port Ellen)		100	78	1,342	1,329	13	7·8	3·1
*Isle of Man (Ronaldsway) (3)		788	666	18,206	16,732	1,474	343·8	18·6
Kirkwall		349	301	5,250	4,999	251	48·1	8·9
*Leeds/Bradford		3,276	765	20,828	20,051	777	212·3	—
*Liverpool		3,355	1,454	38,308	36,289	2,019	1,668·0	102·8
*Luton		2,963	589	30,235	30,068	167	109·3	—
*Lydd		1,691	1,352	9,114	9,114	—	3,450·0	—
*Manchester		4,619	2,893	113,135	108,252	4,883	3,601·4	279·2
*Newcastle (Woolsington)		1,661	489	22,667	22,394	273	224·7	—
Penzance Heliport		162	132	2,653	2,653	—	4·8	1·4
*Portsmouth		390	—	—	—	—	—	—
*Prestwick		1,548	873	31,224	18,764	12,460	848·2	18·6
Scilly Isles (St. Mary's)		134	132	2,653	2,653	—	4·8	1·4
*Southampton		970	584	17,328	16,397	931	102·2	—
*Southend		2,534	1,795	27,571	27,571	—	4,063·2	—
Stornoway		188	86	2,873	2,688	185	15·6	5·8
Sumburgh		80	68	1,839	1,839	—	16·9	13·3
Swansea		1,132	12	156	156	—	—	—
*Tees-side (Middleton)		2,085	192	3,596	3,319	277	27·5	—
Tiree		104	102	429	215	214	0·8	0·3
Wick		284	240	5,530	2,870	2,660	7·2	7·9
Channel Islands aerodromes (4)	1967	..	3,265	102,028	91,435	10,593	954·4	..
	1966	..	3,870	103,164	93,459	9,705	1,518·3	..
Alderney		..	148	1,529	1,529	—	7·9	..
Guernsey		..	1,231	29,136	21,215	7,921	325·9	..
Jersey		..	1,886	71,363	68,691	2,672	620·6	..

NOTES:
(1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the CI Airports authorities.
* = UK Customs Airports. .. = Not available. — = Nil or negligible.

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Production of man-made fibres in December

TOTAL PRODUCTION by weight of man-made fibres in December showed a marginal increase over the record output for November and was 24 per cent more than in December 1966. Within the total, output of staple fibre continued to rise and, at 48.2 million lbs., increased by 18 per cent compared with December 1966. Output of continuous filament was 32 per cent more.

In 1967, total production of man-made fibres, at 955.1 million lbs., was 8 per cent more than in 1966; output of continuous filament increased by 5 per cent and staple fibre by 10 per cent.

The foregoing comparisons take into account the change in basis from 'delivered weight' to 'actual weight' for continuous filament yarn.

Total deliveries of continuous filament in 1967 were 8 per cent more than in 1966; deliveries to the home trade were 5 per cent more and for export 21 per cent more. Within the total for the home trade, deliveries to the warp knitting industry were 21 per cent more and to hosiery 28 per cent more; deliveries to the weaving industry were 17 per cent less and for industrial purposes at about the same level as in 1966.

Deliveries of staple fibre in 1967 were 15 per cent more than in 1966; deliveries to the home user industries increased by 4 per cent, while deliveries for export were 43 per cent more. Within the total for the home industries, deliveries to cotton spinning were 8 per cent less, while deliveries to wool spinning were 2 per cent more and to flax spinning 48 per cent more.

Man-made fibre production

million lb. (a)

	Continuous filament (singles)	Staple fibre	Total
1963 (Quarterly average)	82·6	97·2	179·8
1964 (Quarterly average)	94·5	111·8	206·3
1965 (Quarterly average)	99·1	116·4	215·5
1966 (Quarterly average)	102·8	117·6	220·4
1967 (Quarterly average)	109·6	129·2	238·8
1966 3rd quarter	97·2	108·2	205·4
4th quarter	94·6	120·7	215·2
1967 3rd quarter	101·8	113·3	215·2
4th quarter	120·0	142·0	262·0
1966 October	33·6	40·1	73·7
November	31·6	39·9	71·5
December	29·4	40·7	70·1
1967 October	39·4	46·5	86·0
November	40·7	47·3	88·0
December	39·9	48·2	88·1

(a) As from July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; prior to that date the production figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Deliveries of continuous filament yarns

(thousand lb. actual weight)

	Weaving	Hosiery	Warp knitting	Industrial purposes (tyres, etc.)	Other purposes	Total home trade	Exports as yarn (a)	Grand total
1964	87,133	56,831	42,625	95,732	13,257	295,578	94,556	390,133
1965	89,080	55,159	47,151	106,019	12,793	310,202	87,227	397,428
1966	90,622	68,182	46,100	107,233	17,353	329,490	75,787	405,277
1967	75,444	87,255	55,764	107,766	19,606	345,835	91,504	437,339
1966								
1st quarter	24,709	18,867	13,278	29,219	4,319	90,393	18,797	109,189
2nd quarter	23,792	17,794	11,387	28,319	3,774	85,066	20,939	106,005
3rd quarter	20,840	13,736	9,860	26,894	3,947	75,278	17,245	92,523
4th quarter	21,281	17,785	11,574	22,801	5,313	78,754	18,807	97,560
1967								
1st quarter	20,145	22,302	12,395	25,374	3,883	84,099	22,174	106,273
2nd quarter	19,976	20,961	13,718	27,683	4,726	87,065	24,616	111,681
3rd quarter	15,956	18 668	12,785	24,941	4,212	76,561	20,954	97,515
4th quarter	19,368	25,324	16,865	29,768	6,784	98,109	23,760	121,869

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of staple fibre

(thousand lb. actual weight)

	Spinning				Total home trade	Exports (a)	Grand total
	Cotton	Wool	Flax	Other systems and sundries			
1964	136,654	127,352	38,296	47,275	349,578	110,359	459,937
1965	125,728	125,493	29,419	53,983	334,624	116,110	450,734
1966	114,825	125,622	28,345	56,461	325,254	125,666	450,919
1967	105,527	128,226	42,039	61,186	336,977	179,947	516,924
1966							
1st quarter	29,838	32,468	6,728	13,884	82,919	31,447	114,366
2nd quarter	30,805	33,541	5,465	14,648	84,459	30,259	114,718
3rd quarter	24,163	27,845	7,528	14,273	73,809	26,773	100,582
4th quarter	30,018	31,769	8,624	13,656	84,067	37,187	121,254
1967							
1st quarter	25,234	29,523	8,684	13,721	77,162	44,653	121,815
2nd quarter	25,328	31,524	11,519	16,644	85,014	50,332	135,346
3rd quarter	22,979	28,142	9,221	14,190	74,532	43,808	118,340
4th quarter	31,986	39,037	12,615	16,632	100,269	41,154	141,423

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, February 2, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Mining Review No. 6 - 21st Year	Br/E 32983	11	January 30	Data Film Distributors Ltd.	National Coal Board.
Talk of the Devil	Br/E 32984	27	January 31	Monarch Film Corp. Ltd.	Chairene Productions Ltd.
Pathe Pictorial Series 677/689;					
Pathe Pictorial No. 685	Br/E 32985	8	January 31	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 686	Br/E 32986	9	January 31	" "	" "
Up the Junction	Br/E 32990	119	February 2	Paramount Film Service Ltd.	B.H.E. Productions Ltd.
Movietone News 2016	Br/E 32849	7	February 2	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2016A	Br/E 32850	7	February 2	" "	" "
Pathe News 68-9	Br/E 32901	7	February 2	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-10	Br/E 32902	8	February 2	" "	" "
FOREIGN					
Guess Who's Coming to Dinner	F 32978	108	January 29	Columbia Pictures Corp. Ltd.	Columbia Pictures Corp.
Red Dragon	F 32979	88	January 29	Grand National Pictures Ltd.	P.E.A. Productions Eur. Associate, Rome.
Lightning Bolt	F 32980	94	January 29	" "	Seven Film S.p.A., Rome.
Free Fall	F 32981	11	January 29	Contemporary Films Ltd.	Sovexportfilm, Moscow.
The Hand	F 32982	18	January 29	" "	Czechoslovak Filmexport, Prague.
The Fastest Guitar Alive	F 32987	87	February 2	Metro-Goldwyn-Mayer Pictures Ltd.	Four Leaf Productions Inc.
The Helicopter Spies	F 32988	93	February 2	" "	Arena Productions Inc.
The Bear that Wasn't	F 32989	10	February 2	" "	Metro-Goldwyn-Mayer Inc.

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Exhibitions and Fairs

Warm welcome for British Week Tokyo

THE RECENT announcement that a British Week is to be held in Tokyo from September 26 to October 5, 1969, has already met an enthusiastic response both in Britain and Japan.

This will be the most ambitious commercial and cultural event yet staged jointly by the Board of Trade and the British National Export Council. The main effort will be concentrated in the famous Ginza, whose street association supports about 1,000 shops. A nucleus of some 500 British firms have already promised their support, and about 15 of Tokyo's most influential department stores have shown great interest in the promotion. Two of these, the Mitsukoshi and Seibu stores, held important promotions of British goods last autumn, which resulted in sales worth £½ million.

The Board of Trade is arranging a very full programme of displays and supporting events, suitable to appeal to people who are themselves masters of showmanship. A direct air service is being arranged by BOAC to operate during 1969.

At a meeting in London on January 30 following the inaugural conference, Mr. Michael Montague, chairman of the BNEC Asia Committee, said that there were extremely good prospects for British exports to Japan. Many British quality goods, particularly men's suitings, were already much sought after. The British Week would be a great opportunity to introduce new products and to spread the basis of our sales. Mr. Montague said that there was, for instance, a 'gigantic' market for all types of consumer goods, of which we had as yet only touched the surface. More and more people in Japan were buying imported goods, and the market would be very large indeed in the not-far-distant future.

Further information about the British Week in Tokyo may be obtained from Mr. A. H. Divers, British Weeks and Store Promotions Directorate, Board of Trade, Room 216, Kingsgate House, 66-74 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3373).

Mrs. Mary Wilson, wife of the Prime Minister, opened a 'Buy British' campaign at the Piccadilly store of Swan & Edgar earlier this month. The campaign, 'For your sake buy British', is being staged at Swan & Edgar's and the other 190 shops of the parent company, Debenhams Ltd. Picture shows Mrs. Wilson with Debenhams' chairman, Mr. J. Bedford, looking at British-made fabrics during her visit to Swan & Edgar's.

'Staggering results' at Cologne Furniture Fair

A report from the British Embassy, Bonn

THE INTERNATIONAL FURNITURE FAIR takes place in Cologne every two years and becomes more popular each year, with 77,380 tickets sold to trade visitors from 66 countries this year.

Twenty British firms exhibited this year from January 23 to 28 on a Board of Trade Joint Venture under the sponsorship of the British Furniture Manufacturers' Federated Associations, and a further ten firms exhibited independently. The Joint Venture was housed in an attractive position in the New Hall 13 which has been recently built at a cost of £5,000,000. All the Joint Venture exhibitors did good business and some were 'simply staggered' at the results they achieved; total orders in excess of £160,000 were taken, new accounts were opened in EFTA and EEC countries and orders were taken from distant Mexico, Kuwait, Saudi Arabia, the Bahamas and North America. Many firms were able to make preliminary agency arrangements, subject to the supply of suitable status reports from the Embassy.

This was the first major Cologne Fair to be staged after devaluation of the pound and many buyers came looking for bargains. The whole of the 14.3 per cent could not be passed on to them, but nevertheless exhibitors found it much easier to sell than at previous furniture fairs where the barrier of the Common Market tariffs was more difficult to overcome.

Firms who had participated at previous Cologne Fairs did the best business – continuity and consolidation are vital if success is to be achieved in this highly competitive field – but newcomers used the opportunity to study Continental tastes and compare their products with those of their competitors.

There was a keen demand for British reproduction furniture, both in mahogany and yew which is becoming increasingly popular. Makers of upholstered suites found Continental competition severe, but even in this field one British manufacturer took orders worth nearly £20,000. A new type of down-to-floor upholstery produced without framing or springs from polyether foam and cardboard aroused considerable interest. One firm showed various unconventional unit seats in bright covers; these could be used either separately or pushed together for different settee arrangements. The low production costs of this new technique surprised many foreign buyers.

It was particularly interesting to note that although the 1968 Furniture Show opened at Earls Court the day after the Cologne Fair closed, nearly 500 trade buyers from the United Kingdom considered it essential to visit Cologne first. On the other hand buyers from many far-away places who had thought to order all their requirements at Cologne were so impressed with the quality and price of British furniture which they saw at Cologne that they made appointments at Earls Court.

Her Majesty's Ambassador at Bonn, Sir Frank K. Roberts, visited all the exhibitors on the Joint Venture on January 25, accompanied by Brigadier A. L. W. Newth, the chairman of the British Furniture Manufacturers' Export Club. Sir Frank showed a keen interest in many of the pieces on display and discussed with exhibitors ways and means to make their export drive even more effective.

Sir Frank Roberts, British Ambassador at Bonn, talking to the German representative on the elegant Titchmarsh & Goodwin stand at the Cologne Furniture Fair. The British exhibitors did good business at the fair, and found that devaluation had made it much easier to sell.

International Record and Music Market

A report from the British Consulate General, Marseilles

THE 1968 International Record and Music Publishing Market took place in Cannes from January 21-28.

This second annual trade rendezvous of music publishers, recording companies, composers, impresarios and journalists from all over the world, achieved a similar bustling success to that obtained on a smaller scale last year. The number of participants having trebled to more than 3,000 (from 34 different countries), exhibitors were accommodated in suites on five floors of the Martinez Hotel, the Festival Palace building previously used being too small for the purpose.

Sixty-nine British firms provided the second largest foreign representation which included 39 members of the Music Publishers' Association attending in a joint venture arrangement with the Board of Trade. The Association had an information stand which was kept busy throughout the week, distributing literature and guiding visitors to the British suites, the entrances to which had been distinctively and effectively decorated by the Central Office of Information, and also included panels featuring the firms' songs and stars.

In addition to the trading facilities offered, the Midem programme again included evening Galas in which visiting musical groups and stars performed, and a last-night presentation of a trophy to artists with the best sales performance. Seats for the British night, which featured current Top Ten stars and songs, were taken up long before the show started. Classical concerts were also arranged in response to the demand created by the presence for the first time at MIDEM of classical music publishers. The week's events were widely covered by radio, television and the press.

Mr. Godfrey Paulson, British Consul-General in Nice (left), and Mrs. Paulson met Mr. Bernard Chevry, general manager of the Cannes MIDEM, during their visit to the show.

Business was very brisk from the outset for the majority of British participants. It is too early to assess the overall benefits obtained but substantial dollar advances on royalties were reported to have been collected by a number of publishers. Contacts established with East European countries and other less sophisticated markets were considered to be particularly valuable.

The final balance sheet of British firms participating at MIDEM, some of which already obtain as much as 60 per cent of their income from overseas sources, will show substantial publishing and recording earnings, and confirm the popularity of British music and artists.

Mrs. Dunwoody opens International Gifts Fair

A CALL FOR industry to make use of the export services offered by the Board of Trade was made by Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, when opening the 19th International Gifts Fair in Blackpool on February 5. 'Exporting', said Mrs. Dunwoody, 'is best tackled by communal efforts and the pooling of experience'. One of the most important aspects of the fair was its strong international flavour and, with the large number of overseas trade buyers present, splendid opportunities existed for firms to increase their export sales. The Parliamentary Secretary welcomed to the fair the inward trade mission from Sweden which had been arranged in connection with this year's British Week in Stockholm, from September 27 to October 5.

Mr. Elkan Simons, chairman of the Export Council for the Gifts Industry, in welcoming Mrs. Dunwoody, said the International Gifts Fair, which began with a dozen or so manufacturers in a small hotel in Harrogate in 1950, had grown today into the largest fair of its kind in the world. This week at Blackpool almost 1,200 different stands would be displaying the goods and products of some 2,000 manufacturers. It had been calculated that exports from the United Kingdom as a direct result of the trading and contacts made at the fair in 1967 amounted to about £130 million.

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British successes at the Scandinavian Lighting Fair, Gothenburg

A report from the British Consulate-General, Gothenburg

THIS YEAR, for the first time, the Scandinavian Lighting Fair, held annually in Gothenburg, was open to exhibitors from outside the region.

Scandinavia has a world reputation for lighting design both public and domestic, and the reason is easy to understand. In these northern countries, winters are long and winter days are short and for much of the time the weather outside can be dark and cheerless. Even as far south in Scandinavia as Southern Finland or Central Sweden, it is quite common to have to switch on the lights of one's car in order to drive home to lunch. Town lighting, therefore, has to be of a standard which will allow traffic to circulate in virtually daylight conditions right round the clock. Scandinavian municipalities, factories, etc. therefore spend a very great deal on lighting of a very high standard. Fortunately, electric power is generally one of the cheaper items in these otherwise expensive countries.

Light becomes one of life's major pleasures in winter and for the Scandinavian, this means not merely the widespread use of candles in a host of attractive shapes and colours, but even more the use of lighting as an important domestic art. A Scandinavian will hang a picture or a Rya wall rug not so much with an eye to the daylight which will fall upon it (since he will in any case probably be in the country during the long summer days) but to the enjoyment of it by artificial light in the seemingly endless winter. When all is dark outside from early afternoon until 10.00 a.m. next morning, interior design and lighting design in particular, become matters of the highest importance and this has given rise to the Scandinavian lighting fittings industry with a formidable and well-deserved reputation. Scandinavian design in furnishing is among the world's best and deserves good lighting arrangements. Not for nothing are there in Britain shops selling nothing but Scandinavian lighting fittings.

It may therefore well be asked how the six members of the Electric Light Fittings Association fared when they mounted at the recent Lighting Fair a joint venture exhibit with the help of the Board of Trade and of ELFA in this, the very stronghold of sophisticated lighting design.

The short answer is that, in general, the results were very encouraging indeed. The joint stand contained a great variety of British lighting equipment ranging from heavy and serviceable lights for facade lighting to small internal fittings for nurseries, and also included such items as chokes and relays which can be used by local manufacturers of lighting fittings.

Three main points struck me about the exhibit. Firstly and perhaps to the surprise of some Scandinavians who did not know our industry well enough, Britain produces such a wide range of high quality and attractive fittings as to blend with almost any taste in internal décor. Ingenious use of glass, metals and synthetic materials are by no means a monopoly of these countries of the North. Secondly, partly due to devaluation and partly to the scale of British production, our prices are extremely competitive. One firm, I understand, received inquiries for quantities which even their production might be hard put to it to deliver. Lastly, because Scandinavia is such a well-known centre of the lighting industry, the fair was visited by the pick of the world's buyers, and a great deal of useful business with countries outside Scandinavia also resulted.

The Electric Light Fittings Association stand at the Scandinavian Lighting Fair, Gothenburg.

There is, however, still one major problem in selling to Scandinavian markets. Each Scandinavian country has its own standard of electrical safety inspection and although the criteria are mainly similar in each case, it is still necessary to submit electrical apparatus of any kind separately for inspection and certification in each of the four markets. It is greatly to be hoped that present moves for harmonization of national electrical standards will remove this difficulty.

Meanwhile those who exhibited here seem genuinely to be looking forward to a permanent place in this market. It was certainly good to see British equipment more than holding its own in sophisticated and design-conscious Scandinavia.

Camping and Outdoor Life Exhibition

LORD GEDDES, chairman of the British Travel Association, opened the Camping and Outdoor Life Exhibition at Olympia, London, on February 2.

He said that the Association was keenly interested in the future of camping and caravanning and encouraged the provision of better sites.

'This is an age of great change and development, not only in technology, but in leisure. Tourism has become the world's largest and fastest-growing trade. However, as holiday-taking grows, so habits change. In Britain, camping and caravanning now account for 20 per cent of all main holidays and are patronized by just under seven million people annually'.

Lord Geddes added: 'We have two main reasons for our interest in the development of better facilities: we hope to encourage British people to take more holidays within Britain, particularly over a longer period of the year, and we have as our prime responsibility the attraction of overseas visitors to this country.

'Each year Britain welcomes more visitors from abroad. This year we expect to receive more than four million and, by 1970, that figure should rise to five million. Our earnings from this traffic in 1970, including fares paid by visitors to British carriers, should be in the region of £500 million.

'There has been a remarkable growth throughout Europe in recent years in the numbers of people taking camping holidays. For example, in 1965 Italy recorded an increase of over 25 per cent in the numbers of foreign visitors on camping holidays and, during the same period, Holland reported a 13 per cent rise. The numbers of campers coming to Britain from overseas have been relatively small, but they could form an important part of our overseas visitor traffic. Devaluation provides an opportunity for increasing the numbers of campers from overseas. This, in turn, will provide manufacturers of camping equipment with a chance to impress these visitors with the quality of their products.'

Left to right: Mr. Sam Jerrett, leader of the British pottery trade mission to the United States and director of the British Pottery Manufacturers' Federation, J. & G. Meakin Limited's representative, Mr. F. C. Brooks, who travelled with the mission, and Mr. J. Orshan, head of the European Division of Mikasa, the British firm's agents in the United States. The trio are examining the British manufacturers' new visual type pre-packed 'carry away' carton displaying a new design for the American market. Firms participating in the mission exhibited at this year's Atlantic City China and Glass Show.

British potters exhibit at Atlantic City

A report from the British Consulate-General, New York

THE FIRST potters' trade mission ever to leave Britain set out early in January to visit the United States and Canada for a stay lasting up to three weeks. The primary target was the world's largest china and glass exhibition that is held as an annual event at Atlantic City on the Eastern seaboard of the United States.

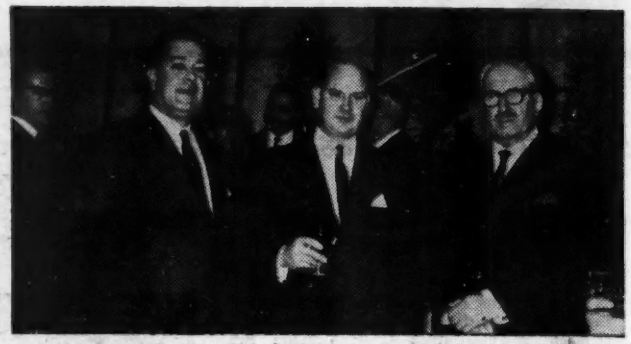
The group of 15, travelling under the scheme operated by the British National Export Council for overseas trade missions, was led by Mr. Sam Jerrett, director of the British Pottery Manufacturers' Federation; 13 pottery firms took advantage of travel with the mission. After attending the China and Glass Show in Atlantic City and before regrouping in Canada, members made individual business trips to various parts of the United States; among the cities visited were Dallas, Chicago, Los Angeles and San Francisco.

Britain's unique pottery industry exports 35 per cent of its production around the world and as would be expected in this background, few of the visitors were complete strangers to the United States. Most had contacts or selling experience in the market; six were able to take the opportunity to spend time on their agents' or their company's stand in the show.

In contrast to the majority of United States trade expositions the Atlantic City China and Glass Show is an occasion for the largest firms to present their exhibits in specially designed and featured settings. It is the annual event for introducing new lines and is recognized by exhibitors as a 'look-see' show for the trades. Ordering tends to be light at the show – the main business follows later when buyers have considered the field.

This year's show was typical in bringing together manufacturers or importers and buyers. Several members of the British group who had no established outlets were able to rub shoulders with members of the United States china and glass trade, making useful contacts, and in two cases at least, introductions resulted that are likely to lead to permanent distributorship arrangements.

The exhibition is an international one in the full sense of the word and Britain's potters were conspicuous in both numbers and by introducing new designs in competition with domestic and other foreign manufacturers, including in the latter strong Japanese representation. Probably as many as 60 British firms had products on show, mostly on their agents' or distributors' stands but a significant number exhibit annually in booths of their own. To be seen were the well-known names of Minton, Royal Doulton, Royal Worcester, Johnson, Ridgway, Meakin, Poole and many others. Some highlights of the British export effort were Johnson Bros.' new 'Friendly Village' dinner set depicting a typical American scene that included a special platter for serving turkey at Thanksgiving – an important festival occasion in the United States; Ridgway Potteries' new 'Meadowsweet' pattern specially created for the American market; W. R. Midwinter's unusual range of earthenware designed by the Marquis of Queensberry who is Professor of Ceramics at the Royal College of Art. Distinctive new designs were shown also by Poole Pottery Ltd., Royal Worcester and J. & G. Meakin Ltd. The latter firm also introduced a novel pre-packed dinner service in a carton that enables the customer to see his purchases; the carry-away carton is suitable for counter display.



The International Federation of Ironmongers held its 1968 council meeting for European members in the United Kingdom. As the council meeting coincided with the International Hardware Trades Fair at Olympia, the organizers of the fair, Universal Exhibitions Limited, who financed the meeting, acted as hosts at the Royal Garden Hotel. The picture shows Dr. C. Bischoff, from Zurich, director of the management committee of the International Federation of Ironmongers; Mr. F. C. Raworth, chairman of the management committee and the British delegate; and Mr. L. C. W. White, general manager of Universal Exhibitions Limited, High Wycombe.

First Festival of London Stores in May

THE *Evening News* has joined the *Evening Standard* in sponsoring the First Festival of London Stores, which, the first of its kind in Britain, will take place in London from May 20 to June 5.

Twenty-six stores are taking part and a number of spectacular and interesting events – fashion shows, competitions, displays and special excursions – are being arranged to attract visitors to the London shopping area from overseas as well as from Britain.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

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Overseas Trade and Exports

Trade marks—a guide to exporters

1. Trade mark protection concerns legal rights and to the layman it can be a complex technical subject. Persons or firms who wish to know whether a particular trade mark might be registrable, or who are concerned with legal problems arising, for example, because of infringement of their marks or of action threatened by another party, are well advised to consult a trade mark or patent agent (see paragraph 12) or their legal adviser. The following paragraphs give a background to the subject, an indication of the facilities available to firms wishing to register trade marks in the United Kingdom and the main precautions to be taken in exporting branded goods abroad.

What is a trade mark?

2. A trade mark is a means of indentification. It is a symbol which a person uses in the course of trade in order that the purchasing public may readily distinguish his goods from similar goods of other traders. A trade mark can consist of a word (or words), a device or a combination of the two; the essential requirement, if it is to serve its purpose of identification, is that it should be distinctive. (There is a special category of trade marks – certification trade marks – which do not indicate this trade connection but denote the independent certification of certain qualities in the goods. These are dealt with in paragraphs 20 and 21 below.)

3. A trade mark is a useful selling aid. The public can order or ask for goods by reference to the trade mark, whether or not they know the name of the manufacturer or merchant owning the mark, and can rely on obtaining the quality they associate with the mark. Thus, marks in which a high reputation has been built up are a valuable commercial asset which traders normally are prepared to go to considerable lengths to protect.

Trade mark protection

4. Registration of trade marks is not compulsory in the United Kingdom. Many trade marks in common use are not registered either because their proprietors do not choose to register them or because they do not qualify for registration. But anyone who has gone to considerable trouble and expense in promoting a mark is naturally concerned to protect his rights in it and the advantage of registration is that it makes it easier for him to do so.

5. Registration of a trade mark here gives the owner of the mark the exclusive right to its use within the United Kingdom jurisdiction in relation to the goods for which it is registered, and entitles him to sue in the Courts if his mark is infringed. An unregistered mark, on the other hand, may be defended by bringing a Common Law action for 'passing off' and to succeed in such an action a trade mark owner would first have to establish by evidence his rights to the mark, which could be a difficult and expensive process. In an action for infringement of a registered mark, however, the mere fact of registration is evidence of his title to the mark.

6. Registration in this country is governed by the Trade Marks Act, 1938, and the Trade Marks Rules, 1938 (as amended), which are administered by the Trade Marks Registry of the Patent Office at 25 Southampton Buildings, Chancery Lane, London, W.C.2. Applications for trade marks for textile goods may be made, alternatively, to the Manchester Branch of the Registry at 51 Regent House, Cannon Street, Manchester. Trade mark applications for metal goods by persons in business in the Hallamshire district of Sheffield or within six miles thereof may be made, alternatively, to the Cutlers' Company, Cutlers' Hall, Sheffield, 1. The Act sets out the criteria by which a mark must be judged if it is to qualify for registration, the overriding requirement being that it should be distinctive. There are also two important negative conditions: (1) that a mark should not be deceptive e.g. by falsely suggesting that the goods to which it relates possess certain characteristics (as, for instance, 'ORWOOLA' in respect of non-woollen textiles); and (2) that a mark must not be identical with or closely resemble any other trade mark already registered in the name of another proprietor in respect of the same or similar goods.

7. Trade marks in this country can only be registered in relation to specified goods and not in respect of services such as boot and shoe repairs, laundries, insurance, etc. In certain countries, however, there is provision for the registration of service marks. Goods are grouped for trade mark registration purposes in 34 different classes. This classification is an international one, adopted by the countries who are parties to the Nice Agreement, 1957: the United Kingdom is one. This classification is used by most Western European and Commonwealth countries.

8. Under United Kingdom legislation, there must, at the time of the application, be a genuine intention to use the mark in relation to the goods for which it is sought to be registered. The absence of such intention or failure to use it over a specified period may afford an aggrieved party grounds for the subsequent removal of the mark from the Register. However, the application of the mark within the United Kingdom to goods for export would be deemed to be use of the mark in the United Kingdom for the purposes of the Act.

9. Information as to the method of applying for a trade mark in this country and as to the main fees currently in force is contained in the pamphlet 'Applying for a Trade Mark', a copy of which may be obtained free of charge from the Trade Marks Registry. Briefly, the main steps in the progress of a trade mark application towards registration are firstly its examination by the Trade Marks Registry from the point of view of distinctiveness, avoidance of deception and absence of conflict with existing registered marks. If a mark passes these tests it will be advertised in the weekly *Trade Marks Journal*, at which stage it is open to anyone to oppose the registration of the mark if he believes he has grounds for so doing, e.g. because it conflicts with a mark of his own or because it offends against any of the requirements of the Act. One month is allowed from the date of the advertisement for the initiation of Opposition proceedings, and if, at the end of the month, or of such extended period as the Registry may allow, no notice of opposition has been filed, the mark will be registered. In the event of opposition, the case will be argued by the parties before the Registrar. There is provision for appeal from his decision to the High Court. If a mark does not meet the requirements of the Act and official objections are raised against it, there is provision for the applicant to appeal to the Court or to the Board of Trade against the Registrar's refusal to proceed.

10. Registration of a trade mark remains in force for a period of seven years from the date of application (which is deemed to be the date of registration), but it may be renewed for 14 years at the end of the initial period and of each subsequent period.

11. The proprietor of a registered trade mark can appoint others to use it subject to the requirements of the Trade Marks Act, 1938, for the registration of such users. The Trade Marks Registry will need to be satisfied before entering a Registered User that the

proprietor of the mark is in a position to control its use. Registered trade marks, being a form of property, can also be assigned from one proprietor to another, and there is provision for such transfers of ownership to be entered in the Register.

Protection of trade marks in export markets

12. Registration of a trade mark in this country affords protection only within the United Kingdom jurisdiction. The principles behind trade mark legislation are broadly the same in many countries; but the requirements for registration and the protection it provides vary from country to country. An exporter seeking to protect his marks in markets abroad would be well advised to consult an experienced trade mark agent who, with associates abroad, will be acquainted with trade marks legislation in the countries concerned. A list of members of the Institute of Trade Mark Agents may be obtained from the Secretary of the Institute at 69 Cannon Street, London, E.C.4 (price, including postage, 1s.) and a list of registered patent agents who, as a rule, also transact trade mark business, from the Chartered Institute of Patent Agents, Staple Inn Buildings, London, W.C.1 (price, including postage, 1s.).

13. United Kingdom firms who have not sought protection for their marks in countries to which they are proposing to export goods may well find they have been forestalled by overseas competitors who have already registered identical or closely resembling marks in those countries. This may have the effect of excluding the United Kingdom exporters' goods bearing the marks from the markets in question since they would run the risk of proceedings for infringing the registered local marks. It might even in certain cases render the goods liable to seizure as being falsely marked. It is clearly advisable for intending exporters to take early steps to protect their marks in any markets in which they have, or are likely to have, an interest, and, in the absence of registration, to take the precaution of ascertaining in advance whether they would be at risk in using their marks in the countries in question.

14. In certain countries it is a prior requirement of registration that the mark should first be registered in its country of origin, though reciprocal agreements between countries may in some cases make this unnecessary. A United Kingdom registration is a pre-requisite to a local registration in a number of British Colonies and Protectorates. The Registry will issue certificates for the purpose of obtaining registrations overseas or for claiming priority of date (see para. 16) on application being made upon the appropriate form and on payment of a fee.

The International Convention

15. The United Kingdom is a party to the International Convention for the Protection of Industrial Property whose members (listed) undertake to grant each other's subjects equal treatment with their own nationals under the laws relating to industrial property (which includes trade marks). Thus, United Kingdom trade mark law draws no distinction between British and foreign applicants for trade marks, and similarly, British exporters can expect parity of treatment under the laws in other Convention countries.

International Convention priority

16. Under the terms of the Convention, a person who has made application to register a trade mark in a Convention country has the right to claim priority of date for applications in other Convention countries in respect of the same mark for the same goods. Such priority is limited to applications made within six months from the date of the earlier application. In other words, if at any time within six months from the filing of an application in one Convention country an application is made in another Convention country, the second application will be deemed to have been made as at the date of the first application. The importance of the date of application lies in the fact that it could give priority of right to registration in the case of an unused mark, over an application to register a similar unused mark; and also since the date of application is deemed the date of registration, because it might affect matters at issue in any subsequent proceedings.

The International Bureau

17. An International Bureau for the Protection of Industrial Property was established under the Convention. This is now the United International Bureau for the Protection of Intellectual Property (BIRPI) with headquarters in Geneva. It publishes monthly in French and English the journal **Industrial Property,** containing, among other things translations of any new laws or orders affecting trade marks in any member country. It also publishes a monthly journal **Les Marques Internationales** advertising those marks which have been deposited under the Madrid Agreement (see para. 18).

Madrid Agreement

18. A number of countries (listed) are parties to the Madrid Agreement. This provides that the proprietor of a trade mark registered in his own member country can apply through his country's Trade Mark Registry to register the mark with the International Bureau (BIRPI) in Geneva. The effect of this is to extend his application automatically to all countries adhering to the Madrid Agreement unless a country has invoked the Article in the Agreement which provides that applications shall only extend to that country if the applicant has specifically requested it. The countries to which the application is extended have the right to notify the Bureau of their objection to the registration of the mark within 12 months, after which the application would be dealt with on the same lines as a national application. The registration of a mark at the International Bureau does not in itself confer any legal rights or protection, but provides a collective application for the mark in the desired member countries. The United Kingdom is not a party to the Madrid Agreement.

19. Any United Kingdom firm which has 'a real and effective industrial or commercial establishment' within any of the Madrid Agreement countries can take advantage of the provisions of the Agreement through that subsidiary provided it first registers the mark in the country in which it has that 'establishment'.

Certification trade marks

20. Certification trade marks are for the purpose of distinguishing goods certified by a person in respect of certain characteristics from goods not so certified. It denotes an independent certification by the owner of the mark (who must not himself trade in the goods) that the goods possess specific qualities which must be clearly set out in regulations approved by the Board of Trade and deposited with the Trade Marks Registry where they are open to public inspection. The characteristics certified can be, e.g. origin, material content, quality, mode of manufacture or accuracy.

21. Owners of certification trade marks are normally trade associations but may be Government Departments, technical institutions etc. Registration gives them exclusive rights in the use of the mark, but they can license others to use it subject to control in accordance with the approved regulations. Well-known examples of these marks are the British Standards Institution's 'Kite' device mark and the Harris Tweed Association Ltd.'s 'Orb' device mark. The advantage to be gained by exporters from becoming licensed users of certification trade marks will, of course, depend upon the extent to which they (or the marks' proprietors) succeed in making known to overseas customers the meaning which attaches to their use in terms of quality, etc.

(*Continued on next page*)

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times.*

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TRADE MARKS – A GUIDE TO EXPORTERS, *continued*

Annex A

Countries to which the International Union for the Protection of Industrial Property (Paris Union) applies

Algeria.
Argentine.
Australia, Papua, New Guinea, Norfolk Island, Nauru.
Austria.
Belgium.
Brazil.
Bulgaria.
Cameroon.
Canada.
Central African Republic.
Ceylon.
Chad.
Congo (Brazzaville).
Cuba.
Cyprus.
Czechoslovakia.
Dahomey.
Denmark (including the Faroe Islands).
Dominican Republic.
Finland.
France (including the Departments of Guadeloupe, Guiana, Martinique and Reunion and Overseas Territories).
Gabon.
Germany (Federal Republic).
Greece.
Haiti.
Holy See.
Hungary.
Iceland.
Indonesia.
Iran.
Irish Republic.
Israel.
Italy.
Ivory Coast.
Japan.
Kenya.
Laos.
Lebanon.
Liechtenstein.
Luxembourg.
Malagasy Republic.
Malawi.
Malta.
Mauritania.
Mexico.
Monaco.
Morocco.
Netherlands, Curacao, Surinam.
New Zealand.
Niger.
Nigeria.
Norway.
Philippines.
Poland.
Portugal (including the Azores and Maderia).
Rhodesia.
Rumania.
San Marino.
Senegal.
South Africa.
Spain.
Sweden.
Switzerland.
Syrian Arab Republic.
Tanzania.
Togo.
Trinidad and Tobago.
Tunisia.
Turkey.
Uganda.
Union of Soviet Socialist Republics.
United Arab Republic.
United Kingdom of Great Britain and Northern Ireland; the Bahamas.
United States of America; Puerto Rico, Virgin Islands (U.S.), Samoa, Guam.
Upper Volta.
Uruguay.
Vietnam.
Yugoslavia.
Zambia.

NOTE: The Convention has been applied by the United Kingdom, by virtue of Article 16 bis of the Convention, to Singapore in 1948 before Singapore became an independent State.

Annex B

Countries who are parties to the Madrid Agreement

Austria.
Belgium.
Czechoslovakia.
France.
Germany (Federal Republic).
Hungary.
Italy.
Liechtenstein.
Luxembourg.
Monaco.
Morocco.
Netherlands.
Portugal.
Rumania.
San Marino.
Spain.
Switzerland.
Tunisia.
United Arab Republic.
Vietnam.
Yugoslavia.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

TRADE AND FINANCIAL ARRANGEMENTS

Tied development loans administered by the Ministry of Overseas Development

SET OUT below is a list of current loans made by the United Kingdom and administered by the Ministry of Overseas Development as of December 31, 1967 which are tied to the supply of British goods and services. Inquiries about commercial opportunities arising from these loans should be addressed to Export Policy and Promotion Department, Board of Trade, Room 403, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2364),

£ millions

Country	Amount	Title and Purpose	Amount Committed	Amount Disbursed
(a) Afghanistan .	0·2	*UK/Afghanistan Loan* 1965. For commercial vehicles and spare parts . . .	0·2	0·19
(a) Cameroon .	0·35	*UK/Cameroon Loan*, 1967. Towards the cost of the modernization of the Cameroon telecommunications system .	None	None
(a) Ceylon . (1)	2·0	*UK/Ceylon Loan*, 1965. Purchase of agreed list of supplies and equipment . . .	2·0	1·9
(a) . . (2)	1·57	*UK/Ceylon Loan*, 1966. (As for (1) above) . . .	1·55	1·5
(a) . . (3)	2·0	*UK/Ceylon Loan No.* 2, 1966. (As for (1) above) . . .	1·83	1·6
(a) . . (4)	1·57	*UK/Ceylon Loan No.* 1, 1967. For fertilizers, commercial vehicles and supplies required by Ceylon Government Departments . . .	1·5	0·95
(a) . . (5)	2·0	*UK/Ceylon Loan No.* 2, 1967. For purchase of an agreed list of supplies and equipment	1·8	0·26
(b) Gambia . (1)	3·2	*UK/Gambia Loan*, 1967. For goods and services connected with agreed development projects . . .	None	None
(a) Ghana . (1)*	4·0	*UK/Ghana Loan*, 1967. For the purchase of British goods and services . . .	1·3	None
(a) India . (2)	4·0	*UK/India Non-Project Loan*, 1965. The third 'Kipping' Loan – spares and equipment for the metal using industries	3·5	2·6
(c) . . (3)	7·5	*UK/India (Food Emergency) Loan*, 1966. Costs of shipping wheat and food supplies from other Commonwealth countries. Provision of essential equipment . . .	6·9	5·83
(a) . . (4)	4·833	*UK/India (Bhopal) Loan*, 1966. For equipment for the Bhopal Heavy Electricity Plant	4·4	1·3
(a) . (5)	0·167	*UK/India (Sindri) Loan*, 1966. For equipment for a sulphuric acid unit at the Sindri fertilizer plant. . . .	None	None
(a) . . (7)	4·0	*UK/India Non-Project Loan*, 1966. The fourth 'Kipping' Loan. (As for (2) above)	1·9	0·36
(a) . . (8)	3·0	*The Second UK/India (Bhopal) Loan*, 1966. (As for (4) above)	None	None
(a) . (10)	7·0	*UK/India Non-Project Loan*, 1967. For purchase of goods and services from Britain .	None	None
(a) . (11)	12·0	*UK/India General Purpose*, 1967. To reimburse India for goods purchased in the UK . .	—	None
(a) Indonesia . (1)	0·5	*UK/Indonesia Loan*, 1967. For the purchase of British goods and services . . .	None	None
(a) Iran* .	4·0	*UK/Iran Credit Agreement*, 1964. For goods and services connected with agreed development projects. Carries a fixed rate of interest of 6% . .	3·9	2·885
(a) Kenya (1)	0·805	*UK/Kenya Loan No.* 2, 1965/66. For goods and services connected with agreed development projects. There is also a partly-tied Loan of £2·195m. connected with this Loan .	0·6	0·402
(b) . (2)	18·0	*UK/Kenya Loan No.* 3, 1966. For British and East African goods and services connected with agreed development projects and for land transfer (including land settlement) over a period of four years from April 1, 1966	1·1	1·048
(b) Malawi .	7·0	*UK/Malawi Loan*, 1966. For British and Malawi goods and services connected with agreed development projects in the three years January 1966–December 1968 . . .	4·0	3·833
(a) Pakistan (1)	4·0	*UK/Pakistan Loan*, 1966. Agreed list of supplies and equipment	3·4	3·176
(a) . . (2)	5·8	*UK/Pakistan (Railway Electrification) Loan*, 1966. Towards the electrification of the Pakistan Western Railway between Khanewal and Lahore.	5·77	1·547
(a) . (3)	3·617	*UK/Pakistan Loan No.* 2, 1966. For jute mill machinery plus small allocation to IDBP and carriage and wagon shop, Hyderabad .	3·5	2·022
(a) . . (4)	4·0	*UK/Pakistan Loan No.* 3, 1966. Agreed list of supplies and equipment . . .	3·3	2·56
(a) . (5)	2·138	*UK/Pakistan Loan No.* 1, 1967. Jute mill machinery and a small allocation for telegraph and telecommunications department	0·6	0·3
(a) . . (6)	4·3	*UK/Pakistan Loan No.* 2, 1967. Agreed list of supplies and equipment . . .	2·4	0·57
(a) . . (7)	2·1	*UK/Pakistan Loan No.* 3, 1967. For the purchase of jute mill machinery . . .	None	
(a) Peru* . .	0·5	*UK/Peru Loan*, 1967. For the purchase of bridging equipment . . .	None	
(a) Sierra Leone .	0·5	*UK/Sierra Leone Loan*, 1967. For the purchase of certain goods and services in the UK and towards the cost of certain development projects .	0·3	0·115
(a) Turkey . .	3·0	*UK/Turkey Loan*, 1966. For general purchases from Britain	3·0	2·982
(a) Turkey . (2)	2·5	*UK/Turkey Loan*, 1967. For general purchase of capital goods from Britain . .	2·48	1·7
(a) Uganda . .	2·367	*UK/Uganda Loan (No.* 2) *Loan*, 1966. For goods and services connected with agreed development projects. There is also a partly-tied Loan of loan . . .	2·0	1·93
Inter-American Development Bank		Under an agreement with IDB d/d 18/4/66 (Cmnd 3047) loan agreements will be signed with selected countries which are members of the Bank, or with organizations in those countries, up to a total of £4·1m. The following loan agreement has been signed:		
(1) CORFO (Chile)	0·358	For on-lending to the private sector for the purchase of British goods . . .	None	
(a)		Fully tied to British goods and services.		
(b)		Contains an element for local costs.		
(c)		The £1·72m. allocated for the cost of shipping wheat and other food is not tied. The remainder is fully tied to British goods and services.		

*Interest bearing (all the other loans listed are interest-free).

Italy and Czechoslovakia

THE ITALIAN Ministry of Foreign Trade has announced in a circular dated December 5, 1967, that pending talks between Italy and Czechoslovakia for the establishment of a trade protocol for 1968 it has been decided to extend for the whole of 1968 the validity of the quota list of goods annexed to the trade protocol of June 16, 1967.

A previous notice on this subject appeared in the *Board of Trade Journal* of June 2, 1967, page 1437.

Inquiries should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467).

Hungary and Rumania

THE RUMANIAN PRESS recently announced the signing of a trade protocol for 1968 between Hungary and Rumania.

Hungary will export to Rumania machine tools, electrical machinery and equipment, measuring and control instruments, products of the radio industry, electric meters, lifting and transportation equipment, rolled steel products and steel pipe, medical apparatus, refractory materials, chemical products, medicines and pharmaceuticals, cotton fabrics and other consumer foods.

Rumanian exports to Hungary will include railway wagons, tipping trailers, oil equipment, machine tools, construction equipment, agricultural machinery, manufactures of wood, soda products, various chemicals, salt, building materials, furniture, and other consumer goods.

Detailed information is not available. All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466-467).

Cuba and Rumania

THE RUMANIAN PRESS indicates the signing in Havana of a trade and payments protocol for 1968 and a convention on the setting up of a Joint Commission for Economic and Technological Co-operation between Cuba and Rumania.

Under the trade protocol Cuba is to supply Rumania with sugar, molasses, ores, coffee, citrus fruits and foodstuffs. Rumania will export to Cuba products of the machine-building industry, mineral oils, feeding stuffs and chemicals.

No quota values have been indicated in this agreement but it is expected that trade in both directions will be balanced.

The Joint Commission is expected to co-operate on the prospecting and exploitation of manganese ore deposits, the chemical preparation of manganese dioxide, the higher extraction of sugar can by-products and the processing of fish and crustacea on fishing boats.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2290), quoting reference CRE 3172 G.

Switzerland and Denmark

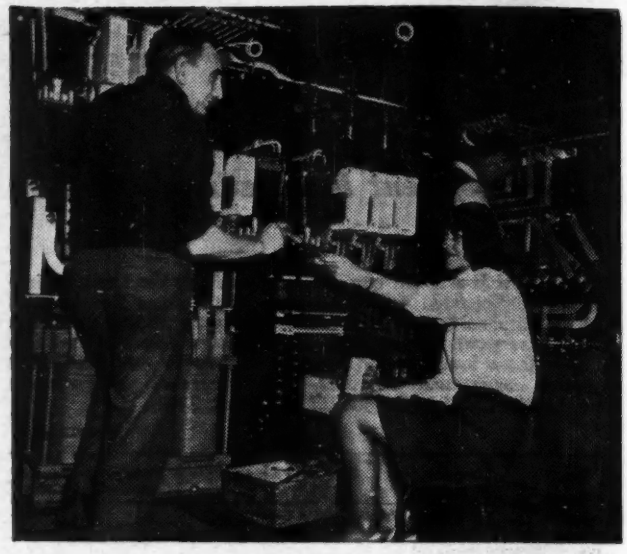
THE DANISH MINISTRY of Foreign Affairs has announced that, by an exchange of letters in Berne on November 20, 1967, the Trade Agreement of September 15, 1951, between Switzerland and Denmark was extended for a further period of one year until September 30, 1968. Brief details of the quota lists annexed to this Agreement, insofar as they are still effective, were given in the *Board of Trade Journal* of May 5, 1967.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2340) quoting CRE 6927/G.

Cheaper calls to North America prove popular

THE GPO announce that about 5,000 ordinary telephone calls (that is, non-personal calls) are being made every week from this country to the United States and Canada. This provides some indication of the popularity of the cheaper ordinary call service to North America introduced by the Post Office last year – on February 1 to the United States and May 1 to Canada.

The ordinary call service is available daily throughout the 24 hours and costs much less than the personal call service.



Allen West (Brighton) Ltd. are manufacturing two 600-h.p. auto-transformer starters for two 4,850-ton cargo ships being built at Caledon shipyard, Dundee, for service with the Union Steam-Ship Company of New Zealand. The Allen West Equipment, valued at £3,000, was ordered by the General Electric Company, Birmingham. It will control the vessels' bow-thrust unit which, fitted in the bows of a ship, enables the vessel to enter and leave a dock without the assistance of tugs. The picture shows: fitter Fred Mills receiving a helping hand from Mandy Grant, at Allen West's works at East Moulsecoomb, Brighton.

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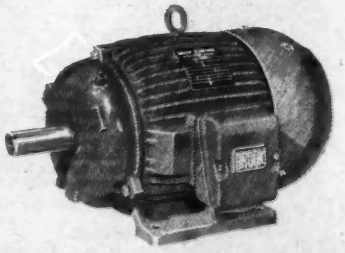

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68/1

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(26/68) Rain Gauges for Etudes Generales et Grands Travaux Hydraulique. March 16. E.S.B. 4425/68.*

ARGENTINA

(26/68 Consultant Engineering Services for Direction General de Administracion. March 29. E.S.B. 3478/68* and E.S.B. 3479/68.*

(26/68) Construction of Bridge for Direccion Nacional de Validad. (Further Information.) The closing date has been postponed to April 10. E.S.B. 38445/67.

AUSTRALIA

(25/68) Standby Alternator Set for W. E. Bassett & Partners. March 25. E.S.B. 3930/68.*

Brisbane City Council:

(24/68) Transformers. March 1. E.S.B. 3955/68.*

(25/68) Automatic Data Processing Equipment. March 29. E.S.B. 3928/68.*

Department of Government Transport:

(21/68) Bus Chassis. April 18. E.S.B. 3453/68.*

(22/68) Bus Chassis. April 18. E.S.B. 3454/68.*

(21/68) Hydrogen Plant for Electricity Commission of New South Wales. February 26. E.S.B. 3464/68.

(25/68) Electrical Apparatus for Postmaster-General's Department. March 14. E.S.B. 4415/68.*

(25/68) Passenger Cars for South Australian Railways. May 8. E.S.B. 3931/68.

State Electricity Commission of Queensland:

(23/68) Transformers. February 28. E.S.B. 3717/68.*

(23/68 Electrical Equipment. March 13. E.S.B. 3718/68.*

(25/68) Transformers for State Electricity Commission of Western Australia. March 28. E.S.B. 3947/68.*

(24/68) Diesel Electric Locomotives for State Tender Board. (Further Information.) E.S.B. 3192/68.

BELGIUM

Supreme Headquarters, Allied Powers, Europe:

(22/68) Office Copying Materials. February 29. E.S.B. 3476/68.*

(22/68) Adhesive Tapes and Dispensers. February 29. E.S.B. 3477/68.*

BRAZIL

(26/68) Electrical Equipment for Centrais Electricas de Sao Paulo S/A. March 21. E.S.B. 3756/68.*

(21/68) Construction of Sugar Terminal for Institute of Sugar Alcohol (Further Information.) Closing date postponed to May 31. E.S.B. 41278/67.

BURMA

(21/68) Steel Dumb Heave Up Boat for Board of Management for the Port of Rangoon. March 30. E.S.B. 2558/68.*

Irrigation Department:

(25/68) Electrical Equipment. February 26. E.S.B. 4423/68.*

(25/68) Laboratory Equipment. February 26. E.S.B. 4419/68.*

(25/68) Builders' Hardware. February 26. E.S.B. 4420/68.*

(25/68) Pipe, Fittings, etc. February 26. E.S.B. 4422/68.*

(26/68) Welding Set and Accessories for Mineral Development Corporation. February 29. E.S.B. 4428/68.*

(26/68) Textile Machinery Spare Parts for Ministry of Industry. February 23. E.S.B. 4427/68.*

Myanma Export/Import Corporation:

(24/68) Condensed Milk. February 21. E.S.B. 3776/68.*

(26/68) Zinc Sheets. February 22. E.S.B. 4459/68.*

(26/68) Battery Containers. February 22. E.S.B. 4431/68.*

(26/68) Chaff Cutting Knives. February 23. E.S.B. 4446/68.*

(26/68 Ebonite Dust. February 22. E.S.B. 4444/68.*

(24/68) Radio Spare Parts for People's Electro-Mechanical Services. February 28. E.S.B. 3781/68.*

People's Oil Industry:

(21/68) Storage Tanks. March 31. E.S.B. 3415/68.*

(24/68) Hydraulic Jack. March 31. E.S.B. 3783/68.*

(24/68) Electric Suction Pumps. March 31. E.S.B. 3782/68.*

(24/68) Wire. February 28. E.S.B. 3784/68.*

(24/68) Vehicles. March 30. E.S.B. 3785/68.*

(26/68) Pulsation Dampener, February 23. E.S.B. 4436/68.*

(26/68) Fuel Dispenser. March 31. E.S.B. 4432/68.*

(26/68) Fire Tender. March 31. E.S.B. 4434/68.*

(26/68) Dead Weight 'Tester'. February 25. E.S.B. 4435/68.*

Public Works Corporation:

(24/68) Mason's Tools. March 7. E.S.B. 3775/68.*

(24/68) Hand Tools. March 5. E.S.B. 3780/68.*

(25/68) Electric Light Bulbs, March 8. E.S.B. 4417/68.*

State Timber Board:

(24/68) Motor Graders March 12. E.S.B. 3788/68.*

(26/68) Crawler Tractors; Ripper. March 16. E.S.B. 4437/68.*

CANADA

(23/68) Electric Screw Hoists for Ferro Steel Industries Ltd. February 27. E.S.B. 3733/68.

(24/68) Intake Gates for Manitoba Hydro. March 13. E.S.B. 3920/68.

CEYLON

(24/68) Printing Paper for Ministry of Finance. April 23. E.S.B. 3777/68.

(25/68) Milk Tanks for National Milk Board. March 17. E.S.B. 4416/68.

Paranthan Chemicals Corporation:

(24/68) Barium Carbonate. March 1. E.S.B. 3778/68.

(25/68) Lathe. March 30. E.S.B. 3779/68.

(25/68) Centrifuge. March 30. E.S.B. 4000/68.

(25/68) Refrigeration Plant. March 30. E.S.B. 4401/68.

(25/68) Storage Tank. March 30. E.S.B. 4402/68.

State Engineering Corporation:

(23/68) Air-conditioning Equipment. February 29. B.S.B. 3737/68.*

(22/68) Agro-Chemicals for Tender Board Department of Agriculture. Closing date not yet known. E.S.B. 3472/68.

COLOMBIA

(22/68) Transformers for Central Hidroelectrica de Caldes S.A. (Chec).. March 11. E.S.B. 1200/68.*

(21/68) Waterworks Equipment for Empresas Publicas de Pereira. (Further Information.) Tender documents now available. E.S.B. 1657/68.*

(22/68) Transmission Line Materials for Instituto de Aprovechamiento de Aguas y Fomento Electrico. April 3. E.S.B. 3475/68.

COSTA RICA

(24/68) Rails for La Proveeduria del Ferrocarril Electricos al Pacifico. March 20. E.S.B. 3796/68.*

FORMOSA

Central Trust of China:

(24/68) Radio Terminals; Carrier Telephone. March 1. E.S.B. 3925/68.*

(24/68) Rotary Pumps; Line Meter, Counter and Air Eliminators. February 23. E.S.B. 3926/68.*

(24/68) Transformer Materials. March 5. E.S.B. 3951/68.*

(24/68) Air Compressor. February 23. E.S.B. 3945/68.*

(25/68) Wall Bushing. February 27. E.S.B. 3982/68.*

(25/68) Garage Servicing Tools, February 27. E.S.B. 3981/68.*

(25/68) Beer Pumps. February 26. E.S.B. 3992/68.*

(25/68) Tractors. March 1. E.S.B. 3953/68.*

(25/68) Diesel Generating Set. March 4. E.S.B. 3950/68.*

(25/68) Nickel. March 6. E.S.B. 3943/68.*

(25/68) Varnish. February 29. E.S.B. 3941/68.*

(25/68) Telephone Line Equipment. March 4. E.S.B. 3940/68.*

(25/68) Hoists. March 2. E.S.B. 3937/68.*

(25/68) Steel Pipe Fittings. March 1. E.S.B. 3936/68.*

(25/68) Fork Lift Trucks. March 4. E.S.B. 3935/68.*

(25/68) Voltage Regulator. March 4. E.S.B. 3934/68.*

(25/68) Automatic Pallet Loaders. March 4. E.S.B. 3933/68.*

(25/68) Tensile Testing Machine. March 4. E.S.B. 3932/68.*

(25/68) Auto Analyzer. March 1. E.S.B. 3927/68.*

(25/68) Vibrograph. February 29. E.S.B. 3954/68.*

(25/68) Carbon Steel Plates. February 29. E.S.B. 3952/68.*

(25/68) Liquid Chlorine Cylinders. February 28. E.S.B. 3977/68.*

(25/68) Telephone Equipment. February 26. E.S.B. 3983/68.*

(25/68) Fork Lift Truck. February 26. E.S.B. 3990/68.*

(25/68) Water Purifier; Auto-Titrator. February 26. E.S.B. 3989/68.*

(25/68) Flame Photometer. February 26. E.S.B. 3988/68.*

(25/68) Machine Tools and Accessories. February 27. E.S.B. 3987/68.

(25/68) Induction Motor. February 21. E.S.B. 3986/68.*

(25/68) Radio Equipment, February 28. E.S.B. 3985/68.*

(25/68) Tile and Plank Cutting Machine. February 27. E.S.B. 3984/68.*

(25/68) Mixer-Separator. February 26. E.S.B. 3991/68.*

(25/68) Marine Propulsion Diesel Engine. February 29. E.S.B. 3993/68.*

(25/68) Generator Sets. February 27. E.S.B. 3994/68.*

(25/68) Chemicals. February 26. E.S.B. 3995/68.*

(25/68) Billing Machines. February 29. E.S.B. 3996/68.*

GREECE

(21/68) Telephone Communication Equipment for Hennelic Telecommunications Authority. (Advance Information.) Closing date not known. E.S.B. 3438/68.

(22/68) Water Meters for La Societe Anonyme Hellenique de Euax des Villes d'Athenes, Piree & Environs (FEY). February 27. E.S.B. 3485/68.*

(21/68) Tools for Ministry of Trade. (Further Information.) E.S.B. 15968/65.

Public Power Corporation:

(21/68) Hydraulic Platform. February 23. E.S.B. 3440/68.

(21/68) Wiring Assembly. March 1. E.S.B. 3439/68.

HONDURAS REPUBLIC

(22/68) Generators for Empresa Nacional de Energia Electrica. March 4. E.S.B. 3468/68.*

(*Continued on next page*)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues costs only £10 10s.*

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TRANSLATIONS

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INDIA

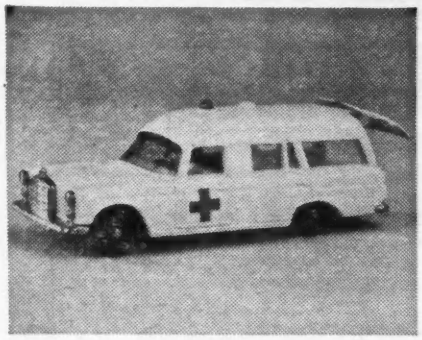
Bhabha Atomic Research Centre:
(23/68) Polishing Unit. (Further Information.) Tender documents now available. E.S.B. 1625/68.*
(24/68) Scintillation Detecting System. (Further Information.) Tender documents now available. E.S.B. 1622/68.*
(24/68) Helium Leak Detector. (Further Information.) Tender documents now available. E.S.B. 1623/68* and 1621/68.*
(24/68) Stainless Steel Plates. (Further Information.) Tender documents now available. E.S.B. 1625/68.*
(23/68) Electromagnetic Vibrators. (Further Information.) Tender documents now available. E.S.B. 1627/68.*
(23/68) Microscopes Heating Stage. (Further Information.) Tender documents now available. E.S.B. 1624/68.*
(24/68) Switchgear for Bhakra Management Board (Elecy). March 25. E.S.B. 3767/68.
Bharat Heavy Electricals Ltd.:
(24/68) Dies. February 22. E.S.B. 3798/68.*
(24/68) Copper. February 28. E.S.B. 3797/68.*
(24/68) Copper Commutator Segments. February 29. E.S.B. 3799/68.*
(24/68) Stamping Steel Sheets. February 28. E.S.B. 3800/68.*
(24/68) Steel Plates. February 22. E.S.B. 3901/68.*
(23/68) Jewelled Screws for Calcutta Electric Supply Corporation. March 1. E.S.B. 3721/68.
(25/68) Steel Pins and Bushes for Chittaranjan Locomotive Works. (Further Information.) Tender documents now available. E.S.B. 1694/68.*
(21/68) Buoy Lighting Equipment for Director-General of Supplies and Disposals. Closing date postponed to February 19. (Further Information.) E.S.B. 42020/67.
(23/68) Transmission Line Towers for Gujarat Electricity Board. (Further Information.) Equipment will be purchased from indigenous sources. E.S.B. 780/68.
(21/68) Vulcanizing Machine for India Supply Mission. February 26. E.S.B. 3466/68.
(22/68) Dredger for Kandla Port Trust. March 5. E.S.B. 3137/68.
(24/68) Circuit Breakers; Metering Equipment; Reclosers for Madhya Pradesh Electricity Board. (Further Information.) Tender documents now available. E.S.B. 986/68.*
(25/68) Grooved Rubber Pads for Ministry of Railways. (Further Information.) E.S.B. 2595/68.
National Coal Development Corporation:
(21/68) Electric Locomotives. March 5. E.S.B. 3457/68
(25/68) Lifting Magnet; Rectifier. February 23. E.S.B. 3997/68.*
(22/68) Railway Electrification Equipment for Railway Administration. (Further Information.) E.S.B. 1193/68.
(24/68) Electrical Signalling Equipment for Railway Board. (Further Information.) Bids for imported equipment will not be considered as indigenous sources are available. E.S.B. 1166/68.
(25/68) Sand Pump Installation for State Port Office. April 1. E.S.B. 4403/68.*

IRAN

(24/68) Aerial Cable for Central Compagnies Organization. (Further Information.) Closing date postponed to March 3. E.S.B. 44067/67.*
(23/68) Cable and Accessories for Iranian Telephone Company. March 5. E.S.B. 3723/68.*

IRAQ

(23/68) Concrete Pipe-making Machine for Director-General of Railways. March 18. E.S.B. 3705/68.
Ministry of Defence:
(23/68) Laboratory Equipment; Chemicals. April 13. E.S.B. 3711/68.
(23/68) Veterinary Bandages. April 13. E.S.B. 3709/68.
(23/68) Nail Manufacturing Materials. March 16. E.S.B. 3708/68.
(23/68) Veterinary Medicines. April 13. E.S.B. 3710/68.
(23/68) Veterinary Equipment. April 13. E.S.B. 3712/68.



With this new 'Matchbox' ambulance, Lesneys have produced another model of quality, complete in every detail.

The ambulance has tyres with tread patterns, working suspension, detailed interior with steering wheel, seats and stretcher runners. The rear door opens upwards and the clear plastic windows are tinted. The blue emergency lamp on the roof and the distinguished Mercedes radiator and emblem are all faithfully reproduced. Even the number plate has a continental registration. During 1968 regular weekly production will be over 4 million different models, and an estimated £3 million is to be spent by Lesney on new factories which will become operational this year.

(25/68) Facsimile Equipment. March 9. E.S.B. 3966/68.
(25/68) Steel Rods and Sheets. March 9. E.S.B. 3970/68.
(25/68) Chemicals and Materials for Ministry of Education. March 17. E.S.B. 3969/68.
Ministry of Health:
(23/68) Antibiotics. March 3. E.S.B. 3704/68.
(25/68) Laundry Equipment. April 14. E.S.B. 3972/68.
(25/68) Mattresses. March 3. E.S.B. 3974/68.
Ministry of Municipalities and Works:
(23/68) Water Supply Scheme. April 9. E.S.B. 3706/68.
(23/68) Construction of Water Supply. April 30. E.S.B. 3707/68.
(25/68) Hoses for Ministry of Transport. March 3. E.S.B. 3968/68.
National Electricity Administration:
(23/68) Electricity Meters. February 27. E.S.B. 3703/68.
(25/68) Power Line Carrier and Telecommunication Equipment. March 3. E.S.B. 3967/68.
(25/68) L.T. Circuit Breakers. March 5. E.S.B. 3976/68.
(25/68) Junction Boxes. March 5. E.S.B. 3975/68.
Purchase and Tenders Committee:
(25/68) Water Supply. March 19. E.S.B. 3971/68.
(25/68) Water Supply Extension. March 19. E.S.B. 3973/68.

IRISH REPUBLIC

(24/68) River Flood Prevention Scheme for Bray Urban District Council. March 8. E.S.B. 3908/68.
(23/68) Construction of Houses for National Building Agency Ltd. February 27. E.S.B. 3722/68.
(23/68) Hire of Machinery (1) for Wicklow County Council. February 26. E.S.B. 3724/68.

LEBANON

(22/68) Floating Crane for Conseil Executif des Grands Projects. (Further Information.) E.S.B. 37570/67.

LIBYA

(24/68) Water Project for Ministry of Finance. March 4. E.S.B. 3758/68.

MALAYSIA

(23/68) Rescue Vehicle for Director of Civil Aviation. March 7. E.S.B. 3757/68.*
(25/68) Irrigation Project for Ministry of Agriculture and Co-operatives. February 21. E.S.B. 3999/68.*
Ministry of Defence:
(26/68) Cotton Drawers. March 21. E.S.B. 4438/68.*
(26/68) Bolts and Nuts. March 21. E.S.B. 4439/68.*

MALTA

Accountant-General: Treasury
(23/68) Paper. February 22. E.S.B. 3480/68.*
(24/68) Booster Pumps. (Further Information.) E.S.B. 2526/68.*
(24/68) Lathe. March 7. E.S.B. 3903/68.*
22/68) Alternator. February 29. E.S.B. 4727/68.*
(22/68) Paper. February 21. E.S.B. 3481/68.*
(24/68) Aluminium Foil. March 7. E.S.B. 3905/68.*
(24/68) Bitumen. March 7. E.S.B. 3909/68.*

MEXICO

(26/68) Transformers for Mexican Federal Electricity Commission. February 27. E.S.B. 3998/68.*

NETHERLANDS

(22/68) Beds; Mattresses for Headquarters Allied Forces Central Europe March 1. E.S.B. 3474/68.*

NEW ZEALAND

(24/68) X-ray Equipment for Auckland Hospital Board. February 27. E.S.B. 3736/68.*
General Post Office:
(25/68) Electric Clocks. March 1. E.S.B. 3959/68.*
(25/68) Fuses. March 4. E.S.B. 3960/68.*
(25/68) Thermohydrograph. February 29. E.S.B. 3961/68.*

PAKISTAN

(25/68) Laboratory Equipment for Directorate of Supply. February 21. E.S.B. 3957/68.*
(25/68) Pile Driving Rig; Handling Equipment for East Pakistan Inland Water Transport Authority. February 26. E.S.B. 3956/68.*
Pakistan Western Railway:
(25/68) Soap. February 22. E.S.B. 3913/68.
(25/68) Copper Wire. February 22. E.S.B. 3914/68.

SAUDI ARABIA

Ministry of Communications:
(25/68) Dump Trucks. February 21. E.S.B. 4404/68.
(25/68) Repair of Seaport. February 27. E.S.B. 4405/68.
Riyadh Water Department:
(21/68) Repair and Maintenance of Well Pumps. February 21. E.S.B. 3445/68.
(22/68) Wire Netting; Angles. February 22. E.S.B. 3467/68.

SINGAPORE

(23/68) Transmitter for Ministry of Culture. March 9. E.S.B. 3486/68.*

SOUTH AFRICA

Cape Provincial Tender Board:
(24/68) Brooms; Brushes. February 23. E.S.B. 3716/68.
(25/68) Surgical Rubber Products. February 23. E.S.B. 3978/68.*

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(23/68) **Uniforms** for Provincial Administration of the Cape of Good Hope. February 23. E.S.B. 3715/68.
State Tender Board:
(24/68) **Copper Conductor.** February 23. E.S.B. 3748/68.*
(24/68) **Bulkhead Light Fittings.** February 21. E.S.B. 3751/68.*
(24/68) **Electric Cable.** March 6. E.S.B. 3753/68.*

SUDAN

(21/68) **Ram Type Lift** for Sudan Railways. February 28. E.S.B. 3450/68.*

SYRIAN ARAB REPUBLIC

(21/68) **Fire Fighting Equipment** for Ministry of Municipal and Village Affairs. Closing date not known. E.S.B. 3426/68.
(23/68) **Construction of Electric Motor Factory** for Ministry of Petroleum and Electricity. (Further Information.) Closing date postponed to February 29. E.S.B. 42242/67.*

TANZANIA

(25/68) **Street Lighting Equipment** for Dar es Salaam City Council. March 8. E.S.B. 4406/68.

THAILAND

(26/68) **Line Boring Machine** for Air Engineering Department. February 22. E.S.B. 4410/68.*
(24/68) **Turbine Generator** for National Energy Department. March 18. E.S.B. 3740/68.
Royal Irrigation Department:
(21/68) **Survey and Laboratory Equipment Vehicle.** February 28. E.S.B. 3181/68.*
(21/68) **Photographic and Office Equipment.** February 28. E.S.B. 3182/68.*
(21/68) **Crane, Truck and Equipment.** March 19. E.S.B. 3183/68.*
State Railway of Thailand:
(21/68) **Hydraulic Jacks.** February 26. E.S.B. 3418/68.
(21/68) **Steel Plate.** March 1. E.S.B. 3419/68.
(25/68) **Superheater Elements.** March 11. E.S.B. 4408/68.
Thailand Tobacco Monopoly:
(21/68) **Cellulose Film.** February 27. E.S.B. 3423/68.
(21/68) **Tiles.** February 22. E.S.B. 3422/68.

TUNISIA

(25/68) **Agricultural Machinery** for The Secretary d'Etat A L'Agriculture. (Further Information.) E.S.B. 32498/67.*

TURKEY

(24/68) **Rectifier Station** for Ankara Elektrik Havagazi ve Otobus. March 28. E.S.B. 3764/68.*
(24/68) **Circuit Breakers** for Etibank Genel Mudurlugu. March 6. E.S.B. 3760/68.
Turkish General Staff, Research and Development Department:
(21/68) **Cloth Testing Apparatus.** March 18. E.S.B. 3176/68.*
(21/68) **Laboratory Equipment.** March 14. E.S.B. 3175/68.*
(22/68) **Electronics Laboratory Equipment.** March 6. E.S.B. 3171/68.*
(23/68) **Spectograph and Accessories.** March 11. E.S.B. 3173/68.
(23/68) **Laboratory Equipment.** March 13. E.S.B. 3174/68.*
(23/68) **Nuclear Research Laboratory Equipment.** March 4. E.S.B. 3172/68.*

URUGUAY

(22/68) **Typewriters** for Intendencia Municipal de Montevideo. March 14. E.S.B. 3498/68.
Ministry of Public Health:
(22/68) **Drugs; Chemicals.** March 5. E.S.B. 3491/68.
(23/68) **Hypoglutamate.** March 5. E.S.B. 3490/68.
(23/68) **Dark Room Accessories.** March 5. E.S.B. 3492/68.
(23/68) **Construction of Industrial Plant** for Co-operative State Dairy. Closing date not yet known. E.S.B. 3500/68.
(23/68) **Additives** for State Oil and Alcohol Monopoly. March 12. E.S.B. 3499/68.
(23/68) **Locomotive Tyres** for State Railways. March 13, March 20. E.S.B. 3489/68.

UNITED STATES OF AMERICA

Bureau of Reclamation:
(26/68) **Pumping Units; Valves.** February 27. E.S.B. 4424/68.
(22/68) **Hydraulic Turbines.** March 15. E.S.B. 4717/68.*
United States Army Engineers:
(22/68) **Hydraulic Turbines; Spherical Vales.** March 15. E.S.B. 3482/68.*

VIETNAM

(24/68) **Generating Set** for Industrial Development Centre. March 15. E.S.B. 3742/68.*
(24/68) **Textile Weaving Plant.** March 15. E.S.B. 3743/68.*
(24/68) **Paper Bag Making Plant.** March 15. E.S.B. 3744/68.*
(24/68) **Workshop Machinery; Rolling Door Making Machines.** February 28. E.S.B. 3745/68.*
(24/68) **Zinc Can Production Plant.** March 30. E.S.B. 3746/68.*
(24/68) **Injection Moulding Machines.** March 30. E.S.B. 3747/68.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

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Algeria
(22/68) Inquiry for television receivers. E.S.B. 4662/68.

Austria
(22/68) Agency inquiry for dresses; knitwear; swimwear. E.S.B. 15656/67.
(24/68) Agency inquiry for plastics-working machinery; woodworking machinery. E.S.B. 4580/68.
(25/68) Agency inquiry for vending machines. E.S.B. 5043/68.
(21/68) Salzburg to hold a joint promotion of British goods.
(24/68) Inquiry for car rims. E.S.B. 4789/68.

Barbados
(25/68) Agency inquiry for footwear. E.S.B. 45059/67.

British Honduras
(25/68) Inquiry for car accessories; files; hardboard; hose; machetes. E.S.B. 1065/68.

Canada
(23/68) Agency inquiry for couplings and fittings; industrial fasteners; pressure hose and tubing. E.S.B. 4157/68.
(21/68) Inquiry for canned meat; confectionery. E.S.B. 4155/68.
(21/68) Inquiry for containers. E.S.B. 4154/68.
(21/68) Inquiry for granite rolls. E.S.B. 4162/68.
(21/68) Regina, Saskatchewan to hold British Shopping Week I.D. 5620 G.
(22/68) Inquiry for woollen and worsted fabrics. E.S.B. 45093/67.
(24/68) Inquiry for railway roller bearing adapters. E.S.B. 4185/68.
(24/68) Inquiry for road construction equipment. E.S.B. 5142/68.

Ceylon
(25/68) Agency inquiry for synthetic yarns; textile machinery. E.S.B. 4247/68.
(26/68) Agency inquiry for wood-working machinery. E.S.B. 5098/68.

Costa Rica
(24/68) Inquiry for jute fibres; steel products. E.S.B 5065/68.

Cuba/Rumania
(25/68) Trade Agreement. C.R.E. 3172/G.

Denmark
(25/68) Agency inquiry for textiles. E.S.B. 44620/67.
(21/68) Inquiry for plastic fittings. E.S.B. 46655/67.

El Salvador
(26/68) Inquiry in respect of earth-moving and road-making equipment. E.S.B. 3963/68.

Finland
(22/68) Agency inquiry for glues. E.S.B. 2311/68.
(24/68) Agency inquiry for rainwear; textile fabrics. E.S.B. 1462/68.

France
(24/68) Agency inquiry for electro-magnetic equipment; welding equipment. E.S.B. 43041/67.
(22/68) New Turnover Tax System.
(24/68) Inquiry for bonding agents; paints; wallpaper. E.S.B. 5038/68.
(24/68) Inquiry for clothing. E.S.B. 2236/68.
(25/68) Inquiry for printing machinery. E.S.B. 5225/68.

Germany, Federal Republic of
(21/68) Agency inquiry for photographic accessories. E.S.B. 45806/67.
(25/68) Agency inquiry for knitwear; men's wear. E.S.B. 46807/67.
(25/68) Agency inquiry for scarves. E.S.B. 2478/68.
(21/68) Inquiry for boat accessories; tyres. E.S.B. 39735/67.
(21/68) Manufacture under licence – light engineering products. E.S.B. 45806/67.
(21/68) Import opportunity – seeds. C.R.E. 211/68.
(22/68) Inquiry for protective suits. E.S.B. 4249/68.
(22/68) Inquiry for technical literature. E.S.B. 4233/68.
(23/68) Inquiry for gabardine. E.S.B. 4077/68.
(25/68) Inquiry for aluminium tubing. E.S.B. 5256/68
(25/68) Inquiry for nylon fabrics. E.S.B. 5248/68.
(25/68) Import opportunity – fresh cut flowers. C.R.E. 211/68.
(25/68) Import opportunity – tulips and narcissi, fresh cut. C.R.E. 211/68.

Guyana
(21/68) Agency inquiry for electrical supplies. E.S.B 3567/68.
(23/68) Inquiry for incinerators. E.S.B. 3323/68.

Hong Kong
(21/68) Inquiry for children's clothing. E.S.B. 4231/68.

India
(25/68) Agency inquiry for construction and earth-moving equipment; machine tools; packaging equipment. E.S.B. 40502/67.

Indonesia
(22/68) Inquiry for agricultural equipment; building equipment; foodstuffs. E.S.B. 2859/68.

Iran
(24/68) Agency inquiry for electrodes. E.S.B. 5006/68.

Irish Republic
(23/68) Agency inquiry for fork-lift trucks, tractor parts. E.S.B. 4177/68.

Israel
(22/68) Agency inquiry for electronic measuring and recording instruments; knitting machinery. E.S.B. 4004/68.

Italy
(21/68) Agency inquiry for razor blades; smokers' pipes and requisites. E.S.B. 3814/68.
(21/68) Agency inquiry for scientific equipment; solvents. E.S.B. 2981/68.
(21/68) Manufacture under licence – engineering machinery. E.S.B. 44807/67.
(22/68) Inquiry for permanent magnets. E.S.B. 2407/68.
(23/68) Inquiry for ceramic ware glazes and transfers. E.S.B. 4320/68.
(24/68) Inquiry for electrical and electronic equipment. E.S.B. 4330/68.
(25/68) Inquiry for cosmetics; toiletries. E.S.B. 2982/68.
(25/68) Manufacture under licence – aluminium packaging products. E.S.B. 5266/68.

Italy/Poland
(25/68) Trade Agreement.

Jamaica
(22/68) Inquiry for training centre equipment. E.S.B 4329/68.
(23/68) Inquiry for textile fabrics. E.S.B. 4308/68.

Japan
(22/68) Agency inquiry for biscuits; confectionery. E.S.B. 4168/68.

Jordan
(23/68) Agency inquiry for duplicating ink; duplicators; stencil paper. E.S.B. 3238/68.

Kuwait
(23/68) Agency inquiry for electric domestic appliances and equipment; gas cookers. E.S.B. 4360/68.
(23/68) Agency inquiry for pumps. E.S.B. 4328/68
(22/68) Inquiry for steel pipes. E.S.B. 4374/68.

(Continued on next page)

† **For further details of the 'Export Service Bulletin' see page 427.**

Lebanon
(24/68) Agency inquiry for grit blasting machines. E.S.B. 4385/67.
(25/68) Agency inquiry for abrasive paper and wheels; drilling machines; lathes. E.S.B. 4385/68.

Malawi
(22/68) Malawi buying and trade agents. E.S.B. 7818/67.

Malta
(21/68) Inquiry for television and radio parts manufacturing and ancillary equipment. E.S.B. 3694/68.

Mauritius
(24/68) Agency inquiry for sewing machines. E.S.B. 46020/67.

Mexico
(22/68) Inquiry for ceramics. E.S.B. 2152/68.
(23/68) Inquiry for chemical plant industrial processes. E.S.B. 4607/68.
(25/68) Accommodation for visiting businessmen.

Netherlands
(23/68) Agency inquiry for plastic chemical equipment. E.S.B. 45378/67.

New Zealand
(25/68) Agency inquiry for furnishing fabrics; textile fabrics. E.S.B. 896/68.

North America
(22/68) Store buyers visit London. E.S.B. 4763/67.

Norway/ USSR
(22/68) Trade Agreement.

Pakistan
(24/68) Inquiry for telecommunications equipment. E.S.B. 4147/68.

Philippines
(23/68) Inquiry for gelatine powder; glucose. E.S.B. 4596/68.

Peru
(25/68) Inquiry for screwspike making machine. E.S.B. 4603/68.

Rumania
(25/68) Inquiry for bentonite grinding plant; brown coal dehydrating and briquetting plant; talc grinding plant. E.S.B. 4383/68.

Saudi Arabia
(23/68) Agency inquiry for hand tools. E.S.B. 46581/67.
(22/68) Inquiry for cosmetics; lingerie; shower curtains. E.S.B. 4632/68.
(23/68) Inquiry for central vacuum cleaning system. E.S.B. 45529/67.
(24/68) Inquiry for transformers. E.S.B. 4637/68.

Senegal
(22/68) Inquiry for cardboard; soap making materials. E.S.B. 4653/68.

Singapore
(22/68) Agency inquiry for bedding; handkerchiefs; sanitary ware and fittings; swimwear; ties; textile fabrics. E.S.B. 2963/68.
(24/68) Inquiry for rubber and plastics production equipment. E.S.B. 38655/67.

South Africa
(22/68) Agency inquiry for curtaining; furnishing fabrics. E.S.B. 4179/68.
(22/68) Agency inquiry for paving breaker tools. E.S.B. 3847/68.
(23/68) Agency inquiry for bedspreads; curtaining. E.S.B. 4184/68.
(24/68) Inquiry for filtration equipment. E.S.B. 4804/68.

Sweden
(23/68) Agency inquiry for nylon lace; textile fabrics. E.S.B. 4601/68.
(25/68) Agency inquiry for accumulators; hair dryers; lamps. E.S.B. 2986/68.

Switzerland
(23/68) Agency inquiry for firearms; reproduction antique weapons. E.S.B. 3803/68.
(21/68) Basle to hold British Shopping Week. I.D. 5620 G.
(22/68) Inquiry for dog and cat foods; shirts; stockings; sweaters. E.S.B. 25442/67.
(24/68) Inquiry for insulators. E.S.B. 4765/68.
(24/68) Inquiry for peat flower pots. E.S.B. 4606/68.
(25/68) Basle to hold a British Shopping Week. I.D. 6238 G.

Thailand
(24/68) Agency inquiry for bottled and packaged foodstuffs; confectionery. E.S.B. 4593/68.

Trinidad/Tobago
(23/68) Agency inquiry for gauges; instrumentation and control equipment. E.S.B. 4518/68.

Trucial States
(23/68) Inquiry for garage equipment. E.S.B. 4795/68.

Tunisia
(22/68) Inquiry for dumper units. E.S.B. 3177/68.
(25/68) Inquiry for bakery and confectionery equipment; yeast plant equipment. E.S.B. 5262/68.

Uganda
(21/68) Inquiry for footwear. E.S.B. 43180/67.
(22/68) Market report on radio and television receiving sets and radiograms. E.S.B. 42169/67.
(26/68) Inquiry for foot rule machinery. E.S.B. 4391/68.

United States of America
(25/68) Agency inquiry for forklift trucks; woodworking machinery. E.S.B. 4375/68.
(22/68) Inquiry for building supplies. E.S.B. 4372/68.
(22/68) Inquiry for hydraulic paper cutters. E.S.B. 4204/68.
(23/68) Inquiry for fish. E.S.B. 4857/68.
(24/68) Inquiry for machine tools. E.S.B. 4816/68.
(24/68) Inquiry for nails. E.S.B. 4359/68.
(25/68) Inquiry for cotton sheeting. E.S.B. 5284/68.

Venezuela
(22/68) Agency inquiry for cotton velvets. E.S.B. 4193/68.

Yugoslavia
(24/68) Agency inquiry for display equipment; food mixers; shop fittings and furnishings. E.S.B. 4846/68.

Zambia
(22/68) Inquiry for chemicals; civil engineering equipment; laboratory glassware. E.S.B. 4203/68.
(23/68) Inquiry for cold rolling press. E.S.B. 4160/68.
(24/68) Inquiry for parquet flooring production equipment. E.S.B. 5210/68.
(24/68) Inquiry for tiles. E.S.B. 3390/68.

SUBSCRIPTION AND SALES

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in December 8 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 409 of today's issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Flying visit to Australasia and the East

AUSTRALIAN and New Zealand industries are becoming increasingly safety minded and Britain's leading manufacturer of industrial safety belts and harnesses, Irving Air Chute of Great Britain Limited, Letchworth, Herts., is preparing for a big increase in its exports to those countries.

The marketing manager of the company's industrial division, Mr. John Tate, has just returned from what he describes as an 'extremely successful' three weeks business trip to Australasia, Singapore and Hong Kong.

Mr. Tate had discussions with Irving agents and with Australian Government officials. The talks covered both automatic and industrial products manufactured by the company.

Middle East tour

MIKE STAPLES, export manager of Tilbury Plant Ltd., a member of the Tilbury Contracting Group, left London on January 26 for an on-the-spot reconnaissance of Middle East markets.

Starting in Beirut his visit will include Kuwait, Bahrain, Doha, Abu Dhabi and Cyprus. He is due back in London on February 27.

Through Tilbury Overseas Contractors, the group is continuing its contacts with the Middle East which have existed over the last 40 years, and Mike Staples has 20 years' experience of supplying used construction equipment to all parts of the world.

Tilbury Plant Ltd. are specialists in exporting used construction plant.

BDH donate medical equipment to Portugal

MR. J. JENKS, a director of B.D.H. (International) Ltd., is in Lisbon this week on a two-fold mission. First, on behalf of B.D.H. he will present a Pye gas chromatograph worth more than £1,000 to Dr. Manuel Neves e Castro of the Department of Endocrinology at the Instituto Portugues de Oncologia, for use in medical research. Mr. Jenks' second task will be to explore further opportunities for developing export sales of B.D.H. exports to Portugal, especially the company's hormone preparations, such as Serial 28 and Volidan 21.

Mr. L. R. Newing, director of sales Kearney & Trecker-CVA, signing the Metalexport contract for a £278,000 transfer line for the provision of cylinder heads for the Fiat engine which is to be made under licence in Poland by Fabryka Samochodow Osobowych, Warsaw. With him is Mr. D. F. London, sales manager, Special Machine Division. Mr. London, with Mr. Dennis Reed, carried out the detailed negotiations in Poland covering nine visits to Warsaw over a period of eight months.

Three directors of the Tap & Die Corporation Limited will, between them, be covering some 100,000 miles in the next three months visiting 22 overseas markets. They are Colonel D. G. N. Lloyd Lowles, chairman and managing director, Mr. Y. R. Arden, marketing director, and Mr. L. G. J. Henshaw, main board director and managing director of Nuckey, Scott & Co. Ltd. Colonel Lloyd Lowles will be visiting Iran, India, Thailand, New Zealand, Australia, Mauritius and South Africa. Mr. Henshaw, who is also chairman of the subsidiary company in India, Warrior (India) Ltd., will be visiting Pakistan, India, Hong Kong, Thailand, Singapore and Ceylon. Mr. Arden will be concentrating on countries in South America. Picture shows from left to right – Mr. Henshaw, Colonel Lloyd Lowles and Mr. Arden.

Tyre testing will aid export drive

As part of Avon's effort to increase export sales in Scandinavia, a tyre test team left Britain on January 23 for a month in the snow and ice of Norway and Sweden. They will be testing newly designed snow tyres ultimately destined for the Scandinavian market where motorists' winter tyre requirements are dictated by conditions rarely found in Britain.

The team of men and vehicles have a series of tyres each compounded differently and the test equipment includes a dynamometer to measure tyre traction on snow and ice.

Four years ago Avon successfully developed a truck tyre for these conditions following two months of testing, part of it within the Arctic Circle.

South African tour

A BRISTOL businessman is to fly from Britain on a two-pronged export drive at the end of this month.

He is Mr. Ronald Levan, managing director of two Kingswood, Bristol, engineering firms – Bristol Erickson Ltd. and Bristol Tool and Gauge Co. Ltd. – who flew to South Africa on January 28, where he hopes to establish new markets for both of them.

'Many British and American machine tool manufacturers fit Bristol Erickson precision chucks as original equipment on their machines and I will be seeing their agents during my tour,' said Mr. Levan. 'I will also be arranging to establish our own main agents and stocking agents in the South African Union.'

Bristol Tool and Gauge is already designing and manufacturing machinery for many British companies which have built up extensive export business and is now establishing its own overseas trade.

'South Africa's industry is becoming highly sophisticated and I am hoping to interest companies there in the special purpose and automated machine tools which we are building for the motorcar, aircraft and allied industries,' said Mr. Levan.

He plans to meet industrialists in Johannesburg, Durban and Capetown. His tour has been provisionally planned for 14 days, but will be extended if necessary.

Czechoslovakian tour

'FANTASTIC' was the description given by British businessman Mr. Frank Elvy, chairman of the Cimex company of Orpington, Kent, to the reception accorded him in Czechoslovakia.

The demand for demonstrations of his firm's giant cleaning machines has been so great that he has had to extend his stay by several days.

He arrived in Pilsen recently at the first stage of an east European sales tour which embraces the main industrial centres of Czechoslovakia, Hungary and Austria.

'We have been overwhelmed by the interest of the Czechs in our machinery and methods of factory maintenance,' said 69-year-old Mr. Elvy. 'We came here to show our products to industry but hospitals and schools from all over Czechoslovakia have asked to see them, so we shall have to stay on in Pilsen.' The Skoda motor works have offered his team the use of their exhibition hall as a demonstration centre.

American tour

MR. C. S. CHADWICK, Dufay Paints Ltd., has recently returned from a business trip to New York where Dufay Marine business is booming. A party of five of the Wailes Dove Pipe Division, Hebburn, Co. Durham are visiting Texas on a three-week fact-finding tour.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Increased business in Japan due to devaluation

Howard Rotavator Co. Ltd., one of the Rotary Hoes Group of companies, announce that as a result of their devaluation negotiations their Japanese distributors have contracted to order Rotavators valued at £172,000 during the next 12 months. This represents a 30 per cent increase in the average yearly orders for the last two years.

Boat orders

Norman Fletcher (S&D) Ltd., of Walsall, have gained export orders for as much as £100,000 for 1968 and for £220,000 for 1969 for their boats.

British breathmeters for export

British Alcolor breathmeters are now being exported by the Cotswold Chemical Company to seven countries. Overseas sales already exceed 200,000 breathmeters worth about £50,000. Countries to which they are being exported are the United States, Australia, Canada, Sweden, Holland, Belgium and Eire.

Major contract in Brazil

A contract worth £2.3 million for the installation of a British telephone exchange system in 19 cities in the State of Sao Paulo, Brazil, has been awarded to Plessey-ATE Telecomunicacoes Ltda – a subsidiary of The Plessey Company Limited.

Valves for United States

Two 1¼ tons, 8ft. high, 24in. bore, stainless steel valves, believed to be the biggest of their kind ever made in Britain have been built and exported to the United States in a record five weeks by S. Dixon & Son Ltd., of Leeds. The stainless steel castings by J. R. McKellar Alloys Ltd., of Glasgow were supplied in 18 days. The valves were shipped to Wayne Supply Company of Houston, Texas for use with corrosive liquids. Over 20 per cent of Dixon's output is exported all over the world. With 3,000 valves listed as standard and an extensive range of specials to high standards, Dixon's claim to be one of the world's foremost manufacturers of stainless steel and alloy valves is well supported. Countries supplied include: America, France, Germany, Holland, Belgium, Norway Eire, Israel, Yugoslavia, Australia, India, Pakistan, South Africa, West Indies, Czechoslovakia, Russia, China, Congo Republic, Nigeria and Malaysia.

Order for AEI transformers

An order worth more than half a million pounds has been received by the Transformer Division of Associated Electrical Industries Limited, Manchester, from the Rotterdam Municipal Power Supply Company, for two generator-transformers.

The biggest single consignment of Vauxhall cars ever shipped overseas – 1,000 vehicles valued at about £½ million – sailed on January 25 to Canada, where Vauxhall are firmly established as top-selling British cars. More than 150 journeys were made by road transporters to move the cars – mainly Vivas and Viva variants – from Vauxhall's Ellesmere Port and Luton factories to Newport Docks, South Wales, ready for loading aboard the s.s. 'Norbu'. They will be shipped 'sandwich' style on a series of temporary multi-tiered cargo platforms below deck. Last year world-wide exports of Vivas were 30 per cent higher than in 1966.

Tasmanian order

A new sulphuric acid unit at the Risdon, Tasmania, works of The Electrolytic Zinc Company of Australia Ltd. contains a high-speed gas-blower installation driven by a Crompton Parkinson NKC-type 415-volt 825 hp squirrel-cage induction motor which uses direct-on-line starting. The motor was supplied from the Chelmsford works of Crompton Parkinson Ltd., a Hawker Siddeley company, through Noyes Bros. Pty. Limited. Although the drive is a completely outdoor installation, it has now been operating successfully for some months in continuous use apart from approximately four hours each week when the acid plant is shut down for maintenance.

Russian order

Scapa Dryers Ltd., the well-known paper-machine felt manufacturers of Blackburn, who received the Queen's Award in 1967 for export achievement, have just signed a contract for the supply of a further large quantity of felts to the Russian paper industry. These are for delivery during 1968. This new contract follows on the successful completion of a large contract during 1967, and brings the total value of felts supplied to Russia, by Scapa Dryers Ltd., to an amount in excess of £2 million.

Swedish order

A consignment of 215,000 curies of cobalt-60 has been shipped from Harwell to a factory near Gothenburg, in southern Sweden. This is probably the biggest single cobalt-60 consignment ever moved from one country to another. It will be installed in a gamma sterilization plant built by the British firm H. S. Marsh Nuclear Energy Ltd., of Southampton Street, Reading, Berks., for the Swedish firm Radona AB. The plant will be used to sterilize medical goods and will eventually have 1,000,000 curies of cobalt-60.

United States order

Mr. K. A. Yarker, managing director of Ken Yarker Limited, of Leamington, Warwickshire, has announced that the C. O. Hoffacker Company had placed an initial order, to the value of $300,000, for the Waltec 18H Programme Controlled Production Milling Machine.

United States contract

A further United States contract worth $45,000 (about £18,000) has recently been won by the Shirley Institute, Manchester. Placed by the National Cotton Council of America, the contract is for an extension of current research on the production of durable press cotton garments by the wet fixation process.

Locomotives for Australia

Greenwood & Batley of Leeds have won an order for the supply of two remote controlled locomotives for the Mount Isa Mines of Queensland, Australia. Value of the order is more than £50,000.

£200,000 repeat order

South Wales Switchgear Limited, a member of the Aberdare Holdings Group of Companies, announces the receipt of an order worth £200,000 for 11kv distribution switchgear for the Ministry of Electricity and Water – Government of Kuwait. This is a repeat order received by the company some 12 months ago, which was itself a repeat of previous orders.

Mill for Ethiopia

A British company is to supply the principal building for a jute mill in Addis Ababa, Ethiopia. A contract has been awarded to Conder (Southern) Ltd., of Winchester. Negotiations were finalized in Addis Ababa by Conder's export sales manager, and the contract – worth about £44,000 – includes provision of credit facilities for the client.

Vono exports

Vono Limited of Tipton, Staffordshire, bedding and upholstery manufacturers, have just won a contract for £95,000 worth of beds and mattresses for the Middle East. This follows up a contract for the same market which Vono won last year amounting to £150,000, totalling nearly £¼ million in 18 months.

(Continued on next page)

Finnish fertilizer plant

Richards & Ross Ltd., a TI company of Wednesfield, Staffordshire, has won an export order worth £120,000 for 7,650 ft. of Ricoss finned steel tube for use in a large fertilizer plant being built by Humphreys & Glasgow Ltd. for the Finnish firm Typpi Oy at Oulu in the north of Finland.

£3 million contracts for Mexico and Poland

Mr. Percy Holland, chairman of The Walmsley (Bury) Group, has announced that his company has made a good start to the new year by obtaining two major orders for papermaking machinery for export. The first is a contract valued at approximately £1½ million covering the supply of a machine and ancillary equipment for making fine papers to Fabrica de Papel, Mexico, SA, for installation in their mill at Puebla, near Mexico City. The second success is an order worth approximately £1½ million, placed with Walmsleys by Metalexport, Poland, covering the supply of a 194ins. wire width Inverform board machine and associated equipment, certain parts of which are to be manufactured in Poland.

Baghdad natural gas conversion

A major contract to convert power in four large industrial organizations in Baghdad from fuel oil to natural gas has been won by Todd Combustion Limited, Swanley, Kent.

Language laboratory sales up again

Cybernetic Developments Ltd., a subsidiary of A.P.T. Electronic Industries, announces sales for Cybervox Language Laboratories during 1967 are expected to top £300,000. This is an increase of £110,000 over 1966 and more than double the 1965 sales of £125,000. Current orders for Cybervox Language Laboratories are being installed at the rate of one every working day. Overseas orders despatched recently include eight laboratories for Saudi Arabia, two for Nigeria and one for Italy.

Twenty-one hour export service

The Export Division of the Merchant Trading Co. Ltd. recently delivered a consignment to Amsterdam only 21 hours after receiving the order. The order received at 10 a.m. from Metco's Dutch agent, A. E. Braat of Alphen, was for Metacoustic strip pvc ceiling and delivery was made at 7 a.m. the following morning to Schiphol Airport by a DC 7F of KLM Dutch Airlines.

Export order for South Africa

Thirty cases containing school laboratory apparatus manufactured by MLI Limited of London, Folkestone and Glasgow are on their way to South Africa. This is believed to be one of the largest single British shipments of such equipment to South Africa and represents over 5,000 pieces of physics apparatus.

Middle East order

John Brown Engineering (Clydebank) Co. Ltd., have been awarded, against international competition, a contract for the supply to Abu Dhabi of two 12 MW gas turbine units for commissioning by the summer of 1969. The contract is worth approximately £1,250,000.

Three million dollar order

Work has begun on the 3-million dollar contract awarded to English Electric by Consolidated Edison for three 12 megawatt gas turbine power stations for New York State. Mr. Barry Ross, of English Electric's Gas Turbine Division, Whetstone, Leicestershire, flew to New York recently to take over responsibility for the erection and commissioning of the generators. The stations will be in operation by June 1 this year.

Printing press manufacturer backs Britain

In a considerable six month sales effort both at home and abroad, the large Preston based printing press manufacturers, Miehle-Goss-Dexter Limited, have secured orders for more than £3,250,000 worth of equipment. Most of the equipment is of radically new design and is destined for large and small newspaper offices. Export orders total almost £1,700,000, for deliveries of rotary press equipment up to and during 1970.

Philippines order

British Insulated Callender's Cables Limited announce the winning of an order from the Manila Electric Company for the supply and supervision of installation of 115kV oil-filled cables. This will be the first oil-filled cable installation in the Philippines and will assist in the reinforcement of Manila's rapidly expanding electrical system.

£100,000 export order

An order for large capacity Rotair rotary screw air compressors worth £100,000 has been secured from Bolivia by Holman Brothers Ltd., Camborne, Cornwall. Delivery of the order, which is backed by ECGD, will begin this month, and it is expected that the last machines will be despatched early in May.

£½ million Soviet order

The Norvic Shoe Company of Norwich have announced the receipt of an order from the Soviet Union valued at over half a million pounds for the supply of men's and ladies' footwear to be delivered during 1968.

Solartron fans order

The Milford Haven based Tangential Fan Division of The Solartron Electronic Group Ltd., gained orders worth £140,000 in the first seven days of 1968.

Indian order

Landis & Gyr Limited of North Acton announce a further contract for special metering equipment from India valued at more than £60,000. This gives Landis & Gyr their record export year and surpasses previous achievements many times.

Malayan TV order

EMI Electronics have won a major share of a contract to equip the largest centralized broadcasting complex in south-east Asia. In strong competition with American and Japanese manufacturers, EMI secured the £180,000 order for the mixing, switching and communications equipment in the Malaysian Government's new television and radio centre at Pantai Valley, Kuala Lumpur. Programmes, in several languages, will be broadcast from Pantai Valley and networked throughout the Malayan peninsular.

Coca-Cola helps exports

Coca-Cola is responsible for backing the British export drive by nearly £2 million a year and creating at least another £1 million worth of export business annually for British manufacturers of equipment and machinery. This was revealed by Mr. F. H. R. Baraldi, manager of The Coca-Cola Export Corporation in London recently.

Deal with Rumania

Recently Mr. George Doust, director of the Plessey Components Group, announced a £500,000 plus licensing deal with Rumania and said 'The company intends to continue its efforts to sell more overseas.' Now he has announced a further agreement that brings the total Plessey Components business with Rumania during January to almost £1 million.

BAC 111 delivered to Bavaria

Resulting from a most successful 1967 season with the BAC One-Eleven short-haul jet, Bavaria Flug Gesellschaft of Munich, Germany's well established and expanding independent airline, has now bought its own BAC One-Eleven, which was delivered on December 29, 1967.

Cars for Turkey

The Reliant Motor Co. have designed and developed a 1200 c.c. glass fibre-bodied five-seater saloon for Turkey, production of which began just over a year ago. About half the components are still supplied from Britain and Otosan, the Turkish manufacturers, have now ordered a total of 8,000 Anadol units. At least 4,000 cars are due to be produced in Istanbul this year, bringing Britain nearly £1 million in export earnings.

Rot-proof houses for export

'Celcurised' timber – pre-treated against woodworm, termites and rot – is used in timber framed bungalows produced by Guildway Ltd., of Guildford, for export to Europe and the Caribbean. An average of five bungalows a month are exported by Guildway to France, Germany, Austria and the Bahamas. In November one was sold to Switzerland.

£1.4 million export orders

Babcock & Wilcox (Operations) Limited have received an order worth £1 million from Parsons & Wittemore Inc., New Brunswick, Canada, for a black liquor and oil-fired recovery boiler and ancillary equipment, an oil and bark-fired Bi-drum boiler, and four pulp digesters, for the St. Anne-Nackawic Pulp & Paper Co. Ltd., New Brunswick. The order was obtained against strong competition from Canadian boiler manufacturers.

£1½ million Ford tractor shipment for Turkey

During the next few weeks 2,032 CKD Ford 5000 tractors, valued at £1,500,000, will leave the Basildon tractor plant bound for Adapazari, Turkey. The completely knocked-down tractors will be assembled at TZDK (Turkiye Zirai Donatim Kurumu), the Turkish Government's plant for the assembly and distribution of Ford tractors.

United States airline orders Smiths altimeters

Northwest Airlines, the international American airline, has ordered Smiths servo counter pointer altimeters valued at £30,000 for their fleet of 16 Boeing 727-200 airliners.

Thai contract

In addition to recent contracts from the Director of Civil Aviation, Hong Kong, and from Eurocontrol in Brussels, General Precision Systems (ATM) Ltd., of Bilton House, Uxbridge Road, Ealing, London, have now achieved further international success in the award of a contract from Aeronautical Radio of Thailand Ltd., for the provision of consultancy services in the development of an Air Traffic Control radar system for the Bangkok Flight Information Region.

Printer's dollar export order

One of the few dollar earning print orders to be won by a British printer has just been completed by the Leeds firm of Beck and Partridge Ltd. said Mr. Haydn Scott, joint managing director of Beck and Partridge Ltd.: 'In cash terms the order was not large, some 4,500 dollars, but any break into the American market is an achievement for a British printer and we believe we shall follow this up with bigger business.'

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Modifications to French customs tariff

THE FRENCH *Journal Officiel* of December 29 announced that the following amendments to the French customs tariff set out in Annex I and II of Decree No. 67.1194 of December 21, 1967, will be in force from January 1, 1968, and will be valid until December 31, 1968, inclusive, unless otherwise decreed.

Annex I

Tariff No.	Description	Tariff Rate Per cent
70.20	Glass fibre (including wool) yarns, fabrics, and articles made therefrom:	
B	Textile fibre and articles made therefrom	20·8%

Annex II

Ex 03.01 B I c 2	Sardinops sagax ocellata (pilchards), fresh, chilled or frozen destined for preserving purposes	8% (a)
Ex 03.01 B I c 2	Dog-fish (squalas acantlias) fresh, chilled or frozen	5%
Ex 03.02 A I c 2 y	Anchovies salted or in brine in containers of unitarian weight of not less than 10 kg.	0
Ex 03.02 A I c 2 y	Anchovies, salted or in brine in containers of unitarian weight of less than 10 kg.	15%
Ex 07.01 A I b	Seed potatoes of 'Majestic' and 'Kennebec' varieties	7%

Tariff No.	Description	Tariff Rate Per cent
Ex 07.01 P II a	Mushrooms of the 'Chanterelle' variety	4·8% (g2)
Ex 08.01 A	Dates destined to be used in animal food preparations	6% (a)
Ex 08.01 D II b	Cashew nuts	2·5% (g1) (1)
08.02 A I b	Oranges from April to October 15, other: From April 1 to October 15 inclusive	8%
08.02 A II b	Oranges, from October 16 to March 31, other	8%
08.08 B II	Bilberries	5·5%
09.02 A I & II	Tea, imported in immediate containers of a net capacity of 3 kg. or less	5% (1)
09.02 B	Tea, other	0 (1)
09.03	Maté	0 (1)
Ex 09.04 A II c	Pimento of the Capsicum genus, neither crushed nor ground	10% (1)
Ex 09.04 B II	Pimento of the Capiscum genus, crushed or ground	12% (1)
09.08 A II b 2	Amomums and cardamoms, neither crushed or ground, other	0 (1)
09.08 B II	Amomums and cardamoms, crushed nor ground	0 (1)
Ex 09.09 A III b	Seeds of coriander, neither crushed nor ground, other	0 (1)
Ex 09.09 B II	Seeds of coriander, crushed or ground	0 (1)
09.10 D I b	Ginger, in the form of whole roots, pieces or slices, other	0 (1)
09.10 D II	Ginger, in other forms	0 (1)
Ex 09.10 E II a & b	Curry powder and paste	0 (1)
12.07 A	Pyrethrum (flowers, leaves, stems, bark and roots)	3%
Ex 12.07 K I b	Pilocarpus jaborandi, leaves	0 (9)
Ex 12.07 K IV	Sophora japonica buds	0 (9)
Ex 12.07 K IV	Strophanthus kombé seeds	0 (9)
13.02 A II	Shellac, bleached	0 (1)
13.03 A V	Pyrethrum extract and roots and plants containing rotenone	5%
14.02 B I	Vegetable hair	— (9)
15.07 B I a 2	Castor oil, intended for certain specified purposes	7% (1)
Ex 15.07 B I b I bb y	Tobacco seed oil, crude	0 (1)
Ex 15.07 B I b 2 y	Tobacco seed oil, other	0 (1)
Ex 16.05 A I V	Crabs of 'King,' 'Hanasaki' and 'Kegani' varieties, simply boiled in water and shelled, whether or not frozen, for preserving, in containers of 2 kg. or more	9% (a)
Ex 20.01 A & B	Mango chutney	0 (1)
Ex 20.04	Crystallized ginger	0 (1)
Ex 20.06 B II a	Ginger, prepared or preserved, with added sugar not containing spirits, in immediate containers of 1 kg. or more	0 (1)
Ex 20.06 B II b	Ginger, prepared or preserved, not containing spirit, with added sugar, in immediate containers if 1 kg. or less	0 (1)
Ex 21.04	Mango chutney sauce	0 (1)
Ex 27.07 G	Aromatic products intended for the manufacture of carbon black	0 (a) (9)
Ex 27.24 C I	Extracts derived from the treatment of lubricating oils with certain selective solvents for the manufacture of carbon black	0 (a) (9)
Ex 28.52 B I b 1	Cerium chloride	3%
Ex 28.52 B II	Chlorides of rare earth metals	4% (2) (9)
Ex 28.55 B	Iron phosphides (fererophosphorus) containing 15% or more by weight of phosphorus, intended solely for the manufacture of steel or of steel making phosphoric pig iron	0 (a) (9)
Ex 29.01 C I	Pinenes	8% (9)
Ex 29.01 D VI	Vinyltoluene (methylstyrene)	6% (9)
Ex 29.02 B	Hexachlorocyclopentadiene	0 (9)
Ex 29.03 B II	1 and 2. Nitropropane	8% (9)
Ex 29.08 D	Peramenthane hydroperoxide (menthanyl hydroperoxide)	14%
Ex 29.08 D	Pinane hydroperoxide	14%
Ex 29.09	Butylene oxide (epoxybutane)	9% (9)
29.11 A IV	Butanal (butyraldehyde)	19·1%
Ex 29.13 A I b 2	Methylisoamylectone	10% (9)
Ex 29.13 D I b	Pregnenolone (3B hydroxypregn-5-en-20-one)	6% (9)
Ex 29.13 D I b	17 α hydroxipregnenolone	6% (9)
Ex 29.13 D I b	16 α methylpregnenolone	6% (9)
Ex 29.13 D I b	1, 4, 17 (20) – Pregnatriene-11-β, 21-diol 3-one	9% (9)
Ex 29.13 D I b	4, 17 (20) – Pregnadiene-11-β, 21-diol-3-one	9% (9)
Ex 29.13 F	1·4 Naphtaquinone	— (9)
Ex 29.13 G III	2, 3 Dichloro-1-4 naphtaquinone	8% (9)
Ex 29.13 G III	Decachlorotetracyclodecanone	10% (9)
Ex 29.14 A II c 5	16, 17-epoxypregnenolone acetate	6% (9)
Ex 29.14 A II c 5	16 α-methyl-allopregnane, 11-α 17 α 21 triol-3, 20-dione-11 paratoluene sulfonate-21 acetate	9% (9)
Ex 29.14 A II c 5	16 α-methyl-pregnan-3-β, 17-alpha-diol-20-one-diacetate	6% (9)
29.15 A IV a	Sebacic acid	3% (9)
Ex 29.15 B	Acid hexachloro-endomethylene-tetrahydrophtalic and its anhydride	8% (9)
Ex 29.15 C II B	Isophtalic acid	18%
Ex 29.15 C II B	Trimellitic anhydride	— (9)
29.16 A III a	Crude calcium tartrate	3·5%
Ex 29.16 D II	2, 6-Dimethoxy-benzoic acid	10% (9)
Ex 29.16 D II	Acid, 3·6 endoxo-hexahydrophtalic and its sodium salts	10% (9)
Ex 29.17	Diethyl sulphate	9% (9)
Ex 29.21	Tri (nonlyphenyl) phosphite intended for the manufacture of synthetic rubber	17% (a)
Ex 29.23 D IV b	Acid 3 aminopropionic (beta-alanine)	8% (9)
Ex 29.29	Ethylhydrazide of podophyllinic acid	6% (9)
Ex 29.29	16, 17 dehydropregnanenolone acetate oxime	6% (9)
Ex 29.31 B II	Thio-bis-di-sec-amylphenol	6% (9)
Ex 29.34 B II	Iodide of diethylaluminium	18%
Ex 29.35 S I	Thiophosphate of 9 0-diethyl-0-(4-methyl-2 isopropyl) 6- pyrimidyl (Diazinon)	10% (2) (9)
Ex 29.35 S I	2- Chloro-6-ethylamino-4-isopropylamino-1, 3, 5-triazine (Atrazine)	10% (2) (9)
Ex 29.35 S I	2-Chloro-5, 6 bis-(ethylamino) 1, 3, 5-triazine (Simazine)	10% (2) (9)
Ex 29.35 S I	2-Chloro-4-6-bis- (isopropylamino)-1, 3, 5-triazine (Propazine)	10% (2) (9)
Ex 29.35 S II b 1	Dichlorure of 1, 1'-dimethyl-4, 4' dipryridylium (Paraquat dichlororide)	10% (9)
Ex 29.35 S II b 1	1, 4 diaza-bicyclo-2, 2, 2 oxtane (briethylenediamin)	8% (9)
Ex 29.35 S II b 1	4-Cyano-pyridine	8% (9)
Ex 29.35 S II b 1	2-methyl-thio-4-isopropylamino-6-(3-methoxy-propyl-amino) 1, 3, 5-triazine	10% (9)
Ex 29.35 S II b 1	2 methyl-thio-4, 6 bis (isopropylamino) 1, 3, 5-triazine (Prometzine)	10% (9)
Ex 29.35 S II b 2	Diosgenine and its esters	— (9)
Ex 29.38 B I b	Vitamin B2	10·3%
Ex 29.39 C I	Gonodotrophine serum	— (9)
Ex 29.40 B	Bromeline	— (9)
29.41 A	Digitalines	6% (9)
Ex 29.41 D	Glucoside, natural, of squills	6% (9)
Ex 29.41 D	Calcium salts of sennoside A and B	6% (9)
Ex 29.41 D	Benzylidene-beta-D-glucoside of podophyllo-toxine	6% (9)

Tariff No.	Description	Tariff Rate Per cent
Ex 29.42 C VIII c	Alkaloids of ergot of rye, their salts, ethers, esters and other derivatives	6% (9)
Ex 29.44 D II	Cephaloridine	4% (9)
Ex 29.44 D II	Erythromycin and its derivatives	4·5%
Ex 30.01 A I b	Bovine liver for opotherapeutic users, dried, whether pulverized or not	5%
38.05 A	Tall oil, crude	—
38.07 A	Spirits of turpentine	3% (9)
38.07 B I	Spirits of paper sulphate (sulphate turpentine; dipentine, crude	7·8% (9)
38.07 B II a	Pine oil	9·8% (9)
38.07 B II b	Other (pinewood oil, or pine spirits, and other terpenic solvents produced by the distillation or other treatment of coniferous woods; bisulphite turpentine)	7·8% (9)
38.08 A	Rosin (including resinous pitch)	8·1% (9)
Ex 38.08 C II	Hydroabietyl alcohol, technical grade	— (9)
Ex 38.08 C II	Hydrogenated rosin; polymerized, dimerized or oxidized rosin	4%
Ex 38.11 C I b	Pyrethrum extract in a mineral oil solution	5% (9)
Ex 38.11 C II b	Pyrethrum extract, in a mineral oil solution	5% (9)
Ex 38.19 D	Sulphonic acids of bitumous mineral oils, thiophens and their salts	8% (9)
Ex 38.19 Q IV i j	Aldehyde mixtures, originating from lignin	— (9)
Ex 38.19 Q IV i j	Mixtures of tertiary mercaptons	— (2) (9)
Ex 38.19 Q IV i j	Diosgenin, crude	— (9)
Ex 38.19 Q IV i j	Guanine, crude (fish scale paste and other fish waste, containing mineral oil of the type used in the manufacture of pearl essence)	— (9)
Ex 38.19 IV i j	Chlorinated propylene products, for agricultural uses, containing a minimum of 50% isomers cis and trans of 1, 3-dichloropropene	20·6%
Ex 39.01 C VIII	Polyoxymethylenic resins in any of the forms given in Note III, a and b of Chapter 39	24·5%
Ex 39.02	Polysulphur haleothylenes in any of the forms given in Note III, a and b, of Chapter 39	4% (9)
Ex 39.02 C VIII b	Copolymers of vinylidene chloride and of vinyl chloride containing at least 80% by weight of vinylidene chloride in one of the forms given in Note III, a and b, of Chapter 39, intended for the manufacture of fibres, monofil or plates	4% (a) (9)
Ex 39.02 C XIV a 2	Copolymers of vinylidene fluoride and hexafluoropropylene in one of the forms given in Note III, a and b, of Chapter 39	4% (9)
Ex 39.02 C XIV b 2	Copolymers of ethylene and propylene, copolymers of vinylidene fluoride and of 1. hydropentafluoropylene	24%
Ex 39.02 C XIV b 2	Copolymer of ethyl acrylate and chloroethyl vinyl ether, in the form of plates as stated in Note III d of Chapter 39	12% (9)
39.03 B V a 1	Ethylcellulose (non-plasticized)	4% (9)
Ex 39.03 B V a 2	Hydroxyethylcellulose insoluble in water	40% (9)
Ex 39·03 B V a 2	Hydroxypropylmethylcellulose	9·5% (9)
Ex 41.05 A	Snake skins, not further prepared than vegetable tanned, or if otherwise prepared obviously unsuitable for immediate use in the manufacture of leather articles	— (9)
44.03 A	Tropical woods of the species specified in the Additional Note of Chapter 44	— (1)
44.04 A	Tropical woods of the species specified in the Additional Note of Chapter 44	— (1)
44.05 A I 5 II	Tropical woods of the species specified in the Additional Note of Chapter 44 (common and fine woods)	— (1)
Ex 44.28 B II e	Shingles, of coniferous wood, to be used for roofs or fronts	— (9)
45·01 A & B	Natural cork, unworked or waste; crushed, granulated or ground	3% (9)
45.02	Natural cork, in blocks, plates, sheets or strips, including cubes or square slabs for the manufacture of corks or stoppers	4%
Ex 48.01 E II d I n (ux 2, uy, vx and vy)	'Japan' paper (special long fibred paper) for the manufacture of artificial casings or the packing of artificial textile fibres (continuous) during their industrial treatment	— (a) (9)
51.01 B I a & b	Yarn of artificial textile fibres, hollow filament	— (9)
Ex 54.03 B I a 1	Flax or ramie yarn, not put up for retail sale, other, single, of not less than 45,000 met. per kg., containing at least 85% by weight, of such yarn	10% (4)
Ex 54.03 B I a 2	Flax or ramie yarn. not put up for retail sale. other, single, not less than 45,000 met. per kg., other	10% (4)
62.03 B I b	Sacks and bags, for the packing of goods, used, in fabrics other than jute, linen or sisal	15% (2) (9)
70.19 A I a	Glass beads, cut and mechanically polished	— (9)
70.19 A III a	Imitation precious and semi-precious stones, cut and mechanically polished	— (9)
73.01 B II b	Haematite pig iron, other than charcoal pig iron containing by weight a maximum proportion of 0·07% of phosphorous and of 0·02% of sulphur	5% (10)
73.01 D I	Pig iron and cast iron, not specified, containing from 0·3% inclusive to 1% inclusive of titanium and from 0·5% inclusive to 1% inclusive of vanadium	1% (2)
73.02 C	Ferro-silicon	14% (5)
73.02 D	Ferro-silico-manganese	8·4% (5)
Ex 73.02 E I	Ferro-chromium containing by weight at least 0·10% of carbon and from over 30% to 90% inclusive of chromium	9.6% (5)
73.02 I J I	Ferro-nickel	— (2)
73.05 A	Iron or steel powders	4%
73.15 B IV b 2	Bars and rods, not further worked than hot-rolled or extruded	8% (6)
73.16 A II b	Used rails	10% (7)
76.01 A I	Unwrought aluminium, unalloyed	13·4% (8)
76.01 A II	Unwrought aluminium, alloyed	13·8% (8)
Ex 77.01 A	Unwrought magnesium, unalloyed	16% (5)
Ex 77.01 A	Unwrought magnesium, alloyed	16% (5)
81.04 K I	Titanium, unwrought, waste and scrap	6% (2)
81.04 M	Uranium without U 235	— (9)
Ex 97.06 D, F, G II, J and K	Cricket and polo equipment	— (1)

Footnotes.

(g.1 and 2) For goods fulfilling the required conditions of the Tariff provisions of the agreement creating an association between the European Economic Community and Greece, signed in Athens on July 9, 1961, the rate is fixed at (g.1) 1.5 per cent (g.2) 2.4 per cent.

(a) Duty is applicable subject to the fulfilling of conditions and formalities determined by the competent authorities.

(1) Duty applicable to June 30, 1969, inclusive.

(2) Duty applicable to June 30, 1968, inclusive.

(4) Duty is reduced to 2.6 per cent for flax yarn (excluding tow) of a length not less than 30,000 metres per kilogramme, for the manufacture of twisted or cabled yarn intended for the shoe industry and for the binding of cables, admitted under quota, the amount and conditions of which are determined by the competent authorities.

(5) Duty is suspended for products admitted under quota, the amount and conditions of which are determined by the competent authorities.

(6) Duty is reduced to 6 per cent for alloy steel hollow bars, the interior of which are plated with stainless steel; admitted under quota, the amount and conditions of which are determined by the competent authorities.

(7) Duty is reduced to 6 per cent until June 30, 1968, inclusive; it is suspended for the same period for used rails intended for re-rolling, admitted under quota. The amount and conditions of which are determined by the competent authorities.

(8) Duty is reduced to 5 per cent for products admitted under quota, the amount and conditions of which are determined by the competent authorities.

(9) Duty applicable from a date to be fixed by the Ministre de l'Economie et des Finances.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Duty quotas

THE FRENCH *Journal Officiel* of January 19 announced the amount of the following duty-free quota for the first half of 1968:

Tariff No.	Description	Amount metric tons net
73.01 B II b	Special haematite iron containing by weight a maximum proportion of 0·03% manganese (1)	6,000

(1) This quota is open only for iron intended for the manufacture of cast steel products.

The conditions of admission under the above quota are those laid down in an Order of April 12, 1962, fixing the general conditions of import duty quotas.

The products imported under this quota must be used for the purposes stated within one year of the date of registration of the customs declaration. They are also subject to the fulfilment by the actual consignee, assignees, and users, of the formalities laid down in Article 4 of the Order of June 28, 1963, stating the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended use.

Duty quota for import of newsprint

THE FRENCH *Journal Officiel* of January 23 announced the following amounts for the import of newsprint free of duty for the year 1968.

Tariff No.	Description	Amount metric tons net
47.01 A	Mechanical and semi-mechanical wood pulp (1)	40,000 tons at 90% of dryness
47.01 B II a	Wood pulp chemically treated by the sulphate, soda or bisulphate process, unbleached (1)	20,000 tons at 90% of dryness

(1) The weight to be shown on import licence applications for these quotas is that of the pulp taken at 90% dryness.

The conditions for admission of imports under these quotas are set out in an Order of April 12, 1962, setting out the general import conditions for quotas provided for in the customs tariff.

The full French texts of these notices may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

(FRANCE, *continued on next page*)

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Malla Translations Limited, 6 Chandos St., London, W.1. Telephone: 01-636 5526/7.

New turnover tax legislation

THE FRENCH *Moniteur du Commerce International* of January 24 announced the temporary suspension of the Added Value Tax on imports and resale of goods in the same state as specified in the following tariff headings: Ex 41.01A, Ex 53.01A, Ex 54.01A, Ex 54.01B, Ex 54.02, 55.01, Ex 57.01, Ex 57.02, Ex 57.03 and Ex 57.04, as from January 1, 1968.

This new legislation does not apply to waste products of these items already free from taxation under Law No. 66.10 of January 6, 1966.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, Ext. 423/408/288).

Ban on the import of live horses, etc.

THE FRENCH *Journal Officiel* of January 21 announced that the ban imposed on December 13, 1967, for the importation of live horses, etc. from Great Britain (see *Board of Trade Journal* of January 5, page 58) has now been lifted.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
274/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
356/67	Concerning the system applicable to processed products derived from fruit and vegetables with added sugar, originating in the Associated African and Malagasy States and overseas countries and territories	8d. (11d.)
357/67	Amending Article 3 of an annexes to Regulation No. 217/67.	10d. (1s. 1d.)
377/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
378/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
379/67	Altering the corrective applicable to the refund on cereals	8d. (11d.)
380/67	Amending the annexes to Regulation No. 157/64 for products in Group 8 and cheddar	8d. (11d.)
381/67	Amending Regulation No. 243/67 limiting the quantity of cereals imported free of levy under a system of active finishing trade	8d. (11d.)
382/67	Amending Regulation No. 41/67 in respect of the refund to be granted on exports of compound feeding stuffs based on dairy products	8d. (11d.)
383/67	Amending Regulation No. 29/67 in respect of the standard amount for the main product in Group No. 8	8d. (11d.)
389/67	Fixing the premium to be added to levies on cereals and malt	10d. (1s. 1d.)
391/67	Fixing the refund on export for oil seeds	8d. (11d.)
393/67	Altering the levies applicable on imports of processed products based on cereals	8d. (11d.)
394/67	Altering the refunds applicable on exports of processed products based on cereals	8d. (11d.)
395/67	Fixing the basic price and the purchase price for apples	8d. (11d.)
396/67	On the denaturation process for colze and rape seed	8d. (11d.)
397/67	Amending Regulations 282/67 and 284/67 on colze and rape seed	8d. (11d.)
399/67	Fixing the list of representative markets for apple production	8d. (11d.)
402/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
404/67	Concerning the system to be applied to rice and broken rice originating in the Associated African and Malagasy States and in the overseas countries and territories	8d. (11d.)
424/67	Amending the refunds for cereals and for certain categories of wheat or rye flour, groats and meal	10d. (1s. 1d.)
428/67	On transitional measures in view of the application of common rice prices	10d. (1s. 1d.)
429/67	Fixing the levies applicable to cereals and to wheat or rye flour, groats and meal	10d. (1s. 1d.)
436/67	Fixing the levies applicable to cereals and to wheat or rye flour, groats and meal	10d. (1s. 1d.)
437/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
458/67	Fixing the corrective amount applicable to refunds on cereals	10d. (1s. 1d.)
479/67	Amending Regulation No. 277/67 relating to the discounts to be applied to barley and maize offered for intervention	8d. (11d.)
485/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
486/67	Altering the corrective amount applicable to refunds on cereals	8d. (11d.)
495/67	Altering the corrective amount applicable to refunds on cereals	8d. (11d.)
496/67	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)
547/67	Altering the levies applicable to rice and broken rice	8d. (11d.)
558/67	Altering the corrective amount applicable to the refund for cereals	8d. (11d.)
616/67	On the reimbursement of expenditure effected by the Kingdom of Belgium in the sugar sector during the 1966/1967 marketing season	8d. (11d.)
619/67	Amending Annexes I and II of Regulation No. 83/67 in respect of crisp bread known as 'knackerbrot'	8d. (1dd.)
709/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
710/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
711/67	Fixing the amount of the subsidy in the oil seed sector	8d. (11d.)
712/67	Relating to the levy applicable to imports from third countries of beef and veal salted or in brine	8d. (11d.)

Common organization of the market for pigmeat

THE *Board of Trade Journal* dated January 12, 1968 (page 132) contained an announcement about the common organization of the market for pigmeat.

The text of the following Regulations which also affect trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L21 dated January 25, 1968.

Regulation (CEE) No. 85/68 completes Regulation No. 213/67/CEE (*Board of Trade Journal* dated September 8, 1967 (page 606 and 607) which establishes the list of representative markets for the pigmeat sector.

Regulation (CEE) No. 87/68 fixes the sluice-gate price and levies in the pigmeat sector.

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of these Regulations will be published by HMSO.

Trade in processed agricultural products

THE *Board of Trade Journal* dated January 19, 1968 (page 206) contained an announcement about trade in processed agricultural products.

The text of the following Regulations which also affect trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L21 dated January 25, 1968.

Regulation (CEE) No. 84/68 modifies Annex II to Regulation No. 83/67/CEE (*Board of Trade Journal* dated May 26, 1967, page 1395) in so far as it concerns certain food preparations coming under common customs tariff heading No. 21.07 FI.

Regulation (CEE) No. 86/68 modifies the variable elements applicable to goods coming under common customs tariff heading Nos. 21.07 FI(a)3, 21.07 FI(b)2 and 21.07 FI(c).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of these Regulations will be published by HMSO.

Trade in processed products with a fruit and vegetable base

THE *Board of Trade Journal* dated January 26, 1968 (page 279) contained an announcement about trade in processed products with a fruit and vegetable base.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L23 dated January 26, 1968.

Regulation (CEE) No. 101/68, fixes for each Member State, the price difference of white sugar applicable for the calculating of the levy and refund for processed products with a fruit and vegetable base.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for eggs

THE *Board of Trade Journal* dated January 26, 1968 (page 279) contained an announcement about the common organization of the market for eggs.

The text of the following Regulations which also affect trade in this sector has been published in the *Journal Officiel des Communautés Européennes.*

Regulation (CEE) No. 81/68 fixes the export refunds in the egg sector for the period beginning February 1, 1968. (*Journal Officiel* No. L20 dated January 24, 1968.)

Regulation (CEE) No. 83/68 fixes the refund for eggs in the shell exported in the form of goods not covered by Annex II to the Treaty of Rome. (*Journal Officiel* No. L20 dated January 24, 1968.)

Regulation (CEE) No. 107/68 fixes the sluice-gate price and the levies in the egg sector. (*Journal Officiel* No. L25 dated January 27, 1968.)

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of these Regulations will be published by HMSO.

(EEC, continued on next page)

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

EEC, *continued*

Imports from non-member countries into the European Economic Community

The *Board of Trade Journal* dated February 2, 1968 (page 348) contained details of goods which under the provisions of Article 115 of the Treaty of Rome will not benefit from community treatment when imported from another member state even though they may be accompanied by a circulation certificate.

Further Decisions authorizing France to exclude from community treatment certain goods imported from another member state but originating in a third country, have been published in the *Journal Officiel des Communautés Européennes*. The text of **Decision No. 68/57/CEE** appeared in the *Journal Officiel* No. L18 dated January 23, 1968, and of **Decisions Nos. 68/49/CEE, 68/50/CEE, 68/52/CEE, 68/53/CEE** and **68//54/CEE** in *Journal Officiel* No. L22 dated January 25, 1968.

Details of these decisions are given below:

Common Tariff No.	Description of Goods	Country of Origin	Period of Validity
	Decision No. 68/52/CEE.		
69.08	Other small paving, hearth and wall tiles, excluding those of common pottery .	Japan	Until July 1, 1968.
	Decision No. 68/53/CEE.		
07.01 D 1	Cabbage lettuce	Spain	Until the introduction of a common import system for fruit and vegetables, or July 1, 1968.
	Decision No. 68/54/CEE.		
97.03	Other toys; working models of a kind used for recreational purposes . .	Japan	Until July 1, 1968.
	Decision No. 68/57/CEE.		
Ex 07.01 O	Cucumbers	Spain	Until the introduction of a common import system for fruit and vegetables, or July 1, 1968.

Decision No. 68/49/CEE authorizes France to levy a compensatory import tax on crustaceans or molluscs (tariff heading No. ex 16.05) imported from Belgium, but originating in third countries, with the exception of the African and Malagasy States and overseas countries and territories of the EEC.

Decision No. 68/50/CEE:

The *Board of Trade Journal* dated November 10, 1967 (page 1206) contained details of **Decision 67/644/CEE** which authorized France to levy a compensatory tax on imports from another member state of assorted dried beans (tariff No. ex 07.05A) which originated in Rumania. Decision 68/50/CEE extends this authority to cover imports originating in any third country with the exception of Greece, the African and Malagasy States and the overseas countries and territories of the EEC.

The text of **Decision No. 68/51/CEE** which also appeared in the *Journal Officiel* No. L22 dated January 25, 1968, disallows the action introduced by France in November, to exclude from community treatment, pineapple, otherwise prepared, with or without sugar or alcohol added and in immediate packaging of a net capacity of less than 4.5 k.g. (tariff No. 20.06 B III ex b), imported from another member state, but originating in Malaysia.

The French text of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5454 ext. 423).

Common organization of the market for poultry and poultry meat

THE *Board of Trade Journal* dated February 2, 1968 (page 348) contained an announcement about the common organization of the Market for poultry and poultry meat.

The text of the following Regulations which also affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 82/68 fixes the export refunds in the poultry meat sector for the period beginning February 1, 1968. (*Journal Officiel* No. L20 dated January 24, 1968.)

Regulation (CEE) No. 108/68 fixes the sluice gate price and levies in the poultry meat sector. (*Journal Officiel* No. L25 dated January 27, 1968.)

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of these Regulations will be published by HMSO.

Common organization of the market for ovalbumin and lactoalbumin

THE *Board of Trade Journal* dated February 2, 1968 (page 347) contained an announcement about the common organization of the market for ovalbumin and lactoalbumin.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L25 dated January 27, 1968.

Regulation (CEE) No. 109/68 fixes the sluice-gate price and import levy for ovalbumin and lactoalbumin.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Tariff quotas in the European Economic Community

THE *Board of Trade Journal* dated February 2, 1968 (page 343) contained an announcement about tariff quotas in the European Economic Community.

The text of the following Decisions which also introduce tariff quotas for imports of certain goods from third countries have been published in the *Journal Officiel des Communautés Européennes* No. L22 dated January 28, 1968.

Decision No. 68/55/CEE grants to Germany a tariff quota of 6,000 tons at a 10.5 per cent rate of duty for prunes (tariff heading No. 08.12C). This quota is valid for the period January 1, 1968 to December 31, 1968.

Decision No. 68/56/CEE grants to Germany a tariff quota of 55,000 hectolitres of natural red wines of fresh grapes (tariff heading Nos. ex 22.05 BI(b), ex 22.05 BII(b), and ex 22.05 BIII(b)2), at the following rates of duty:

7·12 UC (*) per hl.	Of an actual alcoholic strength of not more than 13°
8·12 UC per hl. .	Of an actual alcoholic strength of more than 13° but not more than 15°
9·62 UC per hl. .	Of an actual alcoholic strength of more than 15° but not more than 18°

(*) UC = Unité de Compte (present value 1 US dollar).

Details of the conditions applicable to this quota may be obtained on application to the address given below. The quota is valid for the period December 1, 1967 to November 30, 1968.

The French text of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

ITALY

Import from Great Britain of ruminants and pigs

TO PREVENT the possibility of the transmission of foot and mouth disease from Britain, the Italian Ministry of Health published a Decree in the *Official Gazette* on January 30 (effective from January 27, 1968), governing imports from Great Britain of ruminants and pigs, their products and by-products.

The Decree provides that the importation into the Italian Republic from Great Britain of the following is prohibited:

(a) Live ruminants and pigs and their meats, with the exception of those sterilized in tins and melted fats.

(b) All products and remains of ruminants and pigs, except:

(1) those in a dry state or in the conditions laid down in the last paragraph of Article 56 of the Italian Veterinary Police Regulations (see below).

(2) British greasy or washed wools produced before September 30, 1967.

(3) British greasy or washed wools, even if produced after September 30, 1967, provided they originate from animals in counties free from foot and mouth disease, but in no case from animals in the counties of Cheshire, Denbighshire, Flintshire, Lancashire, Leicestershire, Shropshire, Staffordshire or Worcestershire.

(4) Greasy or washed wools other than of British production provided: (a) they originate from countries which are not subject to Italian restrictions in consequence of foot and mouth disease or for other health reasons, or (b) at least four months have elapsed since the wool in question was sheared.

The conditions applicable to the import of wool from Britain specified in items B(2), B(3) and B(4) above, must, in all cases, be attested by certificates or origin and health issued by a British state veterinary officer or by a veterinary officer duly authorized for this purpose by the state.

Transit through Italian national territory is also prohibited for the animals, meats, products and remains originating in Britain mentioned in, and banned from importation by this Decree.

The last paragraph of Article 56 of the Italian Veterinary Police Regulations refers to the importation of animal products which have been subjected to a process of sterilization recognized as suitable for the purpose of veterinary prophylaxis and to the certificate of origin and health which must accompany such imported sterilized products.

Inquiries about this notice should be addressed to the Export Section, Animal Health Division, Ministry of Agriculture, Fisheries and Food, Hook Rise South, Tolworth, Surbiton, Surrey (Tel. Derwent 6611, Ext. 129).

General Turnover Tax

ITALY HAS PUBLISHED the text of a Ministerial Decree dated December 21, 1967, introducing modifications for the year 1968 to the rates of the General Turnover Tax paid on a 'once only' basis (the General Turnover Tax is normally levied at each stage through the cycle of manufacture). The new rates take into account the amendments published in the *Board of Trade Journal* for January 1, 1967, page 174, and for August 11, 1967, page 367.

The new rates are as follows:

Tariff Heading	Commodity	Rate of Tax
0603	Cut fresh flowers	4·0%
0106 C II	Game	4·0%
0105	Poultry meat } in tins or boxes or otherwise prepared	4·0%
0106 A	Rabbit meat }	
	Fresh, frozen or chilled poultry and rabbits continue pay tax at the previous rate of	3·3%
	Fruit, vegetables, fish and eggs	2·3%
2203	Beer	7·0%
0901, 2102	Coffee; coffee extracts	14·4%
2101	Coffee substitutes	6·4%
0902; 0903	Tea, maté	14·0%
	Fertilizers and insecticides (with a basis of copper, sulphur or zinc)	5·0%
	Where these are imported for further processing, the rate is	2·3%
	Petroleum products, fuels and lubricants:	
2709 C; 2709 E	Crude petroleum or shale oils	9·3%
	Crude petroleum, for use in boilers or furnaces	4·8%
2710 A III, BIII, C I, C II	White spirit, kerosene (paraffin oil); other fuel oils; gas oil	9·3%
	Kerosene for use in domestic heating	7·2%
	Fuel oil for use in boilers and furnaces	4·8%
2710 A III a and b	Petroleum spirit including special petroleum spirit	4·2%
2710 C III; 3814	Lubricating oils and additives	8·4%
2712 A III	Crude petroleum jelly	8·4%
2713 B	Paraffin wax	4·8%
	When the above petroleum products (excluding petroleum spirit) are for use in refineries or in chemical plants for further processing	1·2%
	For petroleum spirit the rate is	1·0%
2701	Fossil fuels, including coke	4·8%
3003	Medicinal specialities	5·2%
0302	Codfish, dried or salted; stockfish	7·3%
	Herrings, salted, dried or smoked	6·3%
	When imported by canning factories, the rate is	2·3%
1701	Sugar	5·3%
	Sugar for industrial use	2·3%
	Sugar, raw, imported by refineries for resale	4·3%
0904-0908 a, b, c, 0910	Certain spices	16·8%
2106	Yeast for breadmaking	6·4%
2705	Methane gas	6·0%
2711	Liquid gas or mixtures thereof	16·8%
	Liquid gas, for use in road traction	9·0%
2201	Natural spa waters and aerated mineral waters and soft drinks	15·6%
	Ice	5·2%
4303	Resinous timber for:	
	(a) Rafters, beams and planks	6·0%
	(b) Beams and rafters, simply squared	7·2%
	(c) Timbers in the rough, simply squared with the axe	8·4%
	When imported for resale, the rate is levied at 2·4, 3·6 and 4·8% respectively.	
	Fine furskins under 4301A; 4302 A I; 4303 A I and C I	36·0%
	Common furskins under 4301, 4302 A II, 4303 A, 4303 C (excluding Chinese, Mongolian, Indian, Tibetan and Yemeni lamb and kidskins)	10·0%

The Italian text can be seen at the Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467).

GREECE

Amendment to regulations concerning turnover tax

THE GREEK Ministry of Finance has announced that the importer's mark-up to be added to the c.i.f. duty paid value of imported goods for the purpose of calculating the turnover tax payable shall be generally fixed at 20 per cent instead of 15 per cent as before. The mark-up increase became effective on January 1, 1968.

In respect of certain classes of imported goods special mark-up rates of 30 per cent, 40 per cent and 50 per cent have been fixed; these are as follows:–

List A. 30 per cent rate

Human and certain animal hair
Birds' skins and feathers
Ambergris, civet and musk
Vanilla
Dried flowers, foliage, etc. for use as ornaments, bouquets, etc., and in perfumery
Vegetable materials used in brushes, mats, baskets, etc.
Beers, wines, wine brandies, liqueurs, vinegar and medicinal wines
Vanillin, ethylvanillin, ketone musk, ethers, acylic and cyclic alcohols and their derivatives, used in the production of perfumery
Meerschaum and amber
Odiferous substances for use in the drinks industry
Soaps
Ferro cerium and other pyrophoric alloys
Plastics, resins, gums and other artificial materials, for use as paints, glues and other uses in solid or liquid form. Also, bottles, bobbins and clothing accessories composed of these materials
Rubber tyres and inner tubes, conveyor belts, rubber clothing of all kinds. Floor coverings, washers and joints and hard rubber in other forms. Pharmaceutical and hygienic articles in rubber
Leather, skins, skin pieces and cuttings, all clothing and other goods in leather
Wood and all wooden goods except flooring blocks, veneers and plywoods, etc.
Greetings cards printed on materials other than paper or wood
Artificial straw and catgut
Felt, rope, twine, impregnated fabrics except theatrical scenery
Footwear
Stone, cement, slate, mineral wools, asphalt, bricks, etc.
Porcelain and china, china domestic utensils

(*Continued on next page*)

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GREECE, *continued*

Glassware, chandeliers, etc. and imitation jewellery
Precious stones, jewellery, etc.
Cutlery, tools and implements
Miscellaneous articles of base metal; metal-fittings, bolts and nuts, strong boxes, cabinets, light fittings, etc. Also, wire, rods, plates, cells, etc.
Typewriters and other office machinery
Tractors, lorry chassis, bodies, spare parts and accessories
All optical, surgical and medical, photographic instruments and apparatus
Musical instruments and component parts
Sporting guns; cartridges of all kinds
Furniture
Brushes, brooms, powder puffs, sieves, etc.
Buttons, fountain pens and lighters

List B. 40 per cent rate

Essential oils, resinoids and aqueous distillates
Small statues, imitation jewellery, lamps and other ornaments
Clothing made of fur and fur fabrics
Silks, woollen and woven fibres, with or without a metal thread
Flax and ramie, woven cotton fabrics and all man-made fibres
Paper yarn and other vegetable-based fabrics
Carpets and rugs
Knitted and crocheted goods
Clothing and all other textile goods
Hats, umbrellas, walking sticks, etc.
Goods made of feathers, artificial flowers, or human hair
All domestic electrical machines and appliances and parts; gramophone records
Radio and telegraphic equipment
Motor cars under a certain size
Clocks and watches
Mother-of-pearl, ivory, bone and similar materials, and articles carved from these
Toys, novelties and sports equipment

List C. 50 per cent rate

Perfume and cosmetics
Small bottles, labels, boxes and generally packaging materials for perfumes and cosmetics, in metal, plastic or wood

The full text of this notice may be seen at the Exports Services Branch, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467/466).

CYPRUS

Certificates of Origin and Consignment

THE *Board of Trade Journal* of January 19 gave notice that the new Cyprus Certificates of Origin and Consignment must be used for exports from the United Kingdom to Cyprus from February 10. The Board of Trade has now heard from the Cyprus High Commission that the old forms will continue to be accepted concurrently with the new forms until further notice. A further announcement will be published in the *Journal* in due course.

All inquiries about this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, Room 346, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

IRISH REPUBLIC

Import quota

THE GOVERNMENT of the Irish Republic have announced the following quota under the Control of Imports Acts, 1934 to 1964:

Quota No.	Goods	Period	Quota
2	Cycle tyres and inner tubes manufactured in certain countries	February 1, 1968, to January 31, 1969	200 articles

Note:

These quota restrictions do not apply to imports from the United Kingdom or other OECD countries.

Foot and mouth disease precautions

THE DEPARTMENT for Agriculture and Fisheries in the Irish Republic has announced the following modifications of their precautions against foot and mouth disease. (See *Board of Trade Journals* December 1, 1967, page 1428 and December 8, 1967, page 1501.) These modifications are on the understanding that the disease position in Britain continues to improve. If there should be another flare-up, the modified arrangements may have to be deferred or cancelled.

People coming from Britain

On and after Thursday, February 1, people coming from Britain will be precluded for 21 days from going to farms, marts, creamery premises, abattoirs or places where livestock are kept or meat is stored or wholesaled *only if* they have been on any such premises in Britain in the preceding 21 days. Up to this, the restriction applied to all people coming from Britain.

Imports of secondhand cars

Will be permitted under licence, subject to very strict conditions, for people coming to take up residence in the Irish Republic or for re-import of cars belonging to Irish residents which have been held up in Britain.

Import of reconditioned tractors and other vehicles

Imports under certain conditions to be permitted under licence.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

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TURKEY

Global import quotas and liberalization lists

IT WAS ANNOUNCED in the *Board of Trade Journal* of January 26 (page 283) that the Turkish authorities had issued the twentieth list of global quotas and the liberalization lists covering the first half of 1968. Full details of the quota lists are given below. Applications to import under the quotas had to be made by Turkish importers before February 4, 1968. Against import licence applications importers are required to lodge the following cash guarantees, which are based on percentages of the Turkish lira equivalent of the amount of foreign exchange applied for:

(a) 30 per cent for importers' quotas.
(b) 10 per cent for industrialists' quotas (1 per cent only for the investment quotas of the State and Private Sectors).

Import licences will be valid for six months. The liberalization lists will be published in next week's *Board of Trade Journal*.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

Twentieth quota list

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
1	01.15.10	Only poly-hybrid silk worm eggs. (At the disposal of the Ministry of Agriculture).	—	240	
2	08.01.20	Only coconut	10	10	
	12.07.20	Only vermuth leaves.			
	13.03.50	Only pectin	5	—	
3	08.01.30	Dates	—	1	
4	09.01.11	Raw coffee beans. (At the disposal of the Ministry of Customs and Monopolies)	—	1,000	
5	09.04.10	Black pepper (whole)	25	5	
6	09.04.90	Only allspice.			
	09.05	Vanilla.			
	06	Cinnamon and cinnamon-tree flowers.			
	07	Cloves (whole)			
	08	Nutmeg; cardamom.			
	09.10.10	Saffron			
	90	Other spices	10	10	
7	12.01.21	Copra	10	—	
8	13.01.10	Only henna	—	1	
9	15.02	Only lard. (At the disposal of the Ministry of Commerce)	—	1	
10	15.07	Fixed vegetable oils. (At the disposal of the Ministry of Commerce)	—	1	
11	15.05.10	Only pure lanolin	For medical preparations only.		
	15.11.10	Glycerin (only codex quality)			
	28.08		30	5	
	28.42.42	Only pure chalk			
12	15.04.30	Only whale oil.			
	15.07.11	Castor oil	20	5	
13	15.03.10	Only oleo-stearin.			
	15.06.10	Fat obtained from horses, hippopotamuses, bears, rabbits, land-crabs, turtles, etc.			
	20	Neat's foot fat.			
	30	Solid bone fat.			
	40	Bone oil.			
	90	Others.			
	15.07.17	Palm oil.			
	18	Coco oil.			
	21	Palm oil.			
	31	Non-edible, fixed vegetable oils used in industry (thymol excluded).			
	15.10.10	Industrial oleic acids.			
	15.12.10	Whale oil (hydrogenated)	200	10	
14	15.11.10	Glycerin	For the manufacture of agglomerated cork.		
	35.03.11	Gelatine			
	12	Gelatine derivatives			
	20	Others	20	—	
	27.12	Vaseline			
15	18.01.10	Cocoa beans.			
	18.04	Cocoa butter	250	—	
16	15.03.10	Oleo-oils	For baby food manufacturing only		
	90	Others			
	15.07.17	Palm oil			
	15.07.18	Coco oil			
	17.02.10	Only industrial quality impure lactose	15	—	
17	15.07.11	Castor oil	For grease manufacturers.		
	15.10.10	Industrial oleo-acids			
	29.14.21		250	—	
	15.12.90	Hydrogenated castor oil			
	38.03.20	Activated diatomite			
18	13.03.40	Hops extract.			
	90	Other vegetable saps and extracts.	For soft drink manufacturers equipped with automatic bottle washing and bottling plants only.		
	21.07.10	Only soft drink concentrates. (At the disposal of the Ministry of Industry).	25	—	
19	48.01.61	Only hutback paper (lighter than 19 gr/m² substance) (for exporters). (At the disposal of the Ministry of Commerce).	—	10	
20	23.07	Vitamins, antibiotics, isominerals, medical preventives and other additives for animal feed and fodder. (At the disposal of the Ministry of Agriculture)	70	—	
21	25.03.10	Refined sulphur	—	1	
	20	Sulphur: insoluble in carbon sulphide			
	90	Others. (At the disposal of the Ministry of Industry).			
22	25.03.20	Insoluble sulphur	For automotive tyre recapping material manufacturers.		
	28.02.30	Only colloidal sulphur			
			10	—	
23	25.17.20	Only flintstone (for ceramics manufacturers)	7	1	
24	25.23.12	Artificial Portland Cement. (At the disposal of the Ministry of Industry)	—	1	
25	25.07.20	Bentonite.			
	25.07.90	Others.			
	28.22.10	Manganese dioxide.			
	90	Others.			
	38.01.10	Artificial graphite	60	—	
26	25.24	Asbestos.			
	59.17.29	Special fabrics for asbestos industries only	For manufacturers of asbestos cement pipes.		
	74.11.00	Copper wire fabrics (including endless belting type) meshes and screens.	450	—	
27	15.07.11	Castor oil.			
	25.24	Asbestos.			
	38.19	Chemical products and preparations of the chemical and associated industries, not mentioned elsewhere in the Customs Tariff, (excluding pigment binders, hot and cold patches for automotive type tubes and gumlastic, admixtures of locally produced plastifiers.	For vinyl asbestos thermoplastic flooring tile manufacturers only).		
			200	—	
	39.02.11 to 29	Liquid and paste form products and others (excluding polyester sheets, homopolymer, polyvinyl acetate and copolymers thereof).			
	28.25	Titanium oxides			
28	25.24	Asbestos (for industries other than those manufacturing asbestos cement pipes and vinyl-asbestos thermoplastic floor tiles)	100	—	
29	27.04.10	High quality coke coal.	For carbide and ferro-chrome industries.		
	38.19.27	Only Sodenberg paste	150	—	
30	27.10.11	Gasoline (except avintion gasoline).			
	21	Kerosene.			
	31	Gas oil.			
	41	Light fuel oil (Fuel-Oil No. 4, Marine Diesel).			
	42	Medium grade Fuel-Oil (No. 5)			
	43	Heavy grade Fuel-Oil (No. 6).			
	49	Others. (At the disposal of the Ministry of Power and Natural Resources).	—	1	
31	27.12	Vaseline.			
	28.30.30	Only pure ammonium chloride	25	10	
32	27.07	Products of petroleum cyclization or similar processes (for synthetic board manufacturers with surface hardening facilities)	10	—	
33	26.01.77	Of titanium ores: rutile only			
	44.12	Only wood flour.			
	47.01	Only cellulose powder	20	—	
34	27.07.10	Creosote oils	1	—	
35	27.11.30	Liquid petroleum gases (LPG). (At the disposal of the Ministry of Power and Natural Resources).	—	1	
36	28.08.10	Sulphuric acid (chemically pure).			
	28.09.10	Nitric acid (chemically pure only).			
	28.09.20	Nitrosulphuric acid.			
	28.16.20	Aqueous ammonium solution (codex or purer).			
	28.35	Sulphides (chemically pure only)	6	5	
37	28.17.11	Sodium hydroxide (caustic soda, chemically pure).			
	12	Sodium hydroxide (caustic soda)	200	25	
38	28.17.21	Potassium hydroxide.			
	22	Sodium peroxide.			
	23	Potassium peroxide.	40	10	
39	28.47.35	Sodium bichromate.			
	28.47.36	Potassium bichromate	10	—	
40	28.21	Chromium oxides and chrome hydroxide (excluding chromic acid and chrome trioxide).			
	28.46	Borax (codex quality only).			
	28.47	Chromates (excluding sodium bichromate, zinc chromates and chemically pure chrome yellows)			
	28.47.39	Salts of metallic oxide acids	40	10	
41	28.23.10	Iron oxides (excluding synthetic iron oxide yellow and red pigments and natural iron oxides).			
	20	Iron hydroxide (excluding synthetic iron oxide yellow and red pigments, and natural iron oxides)	10	5	
42	28.25	Titanium oxides			
	29.15	Plastifiers (excluding those locally manufactured).			
	32.06	Pigments and dye-stuffs used in colouring plastic masses (except those of nitro-cellulose base).			
	32.07.29	Other colouring matter (excluding pigments produced through treatment of earth colours, classified under 25.09 with ammonium or potassium hydroxide, or brightening with organo-synthetic dyestuffs; pigments contain-	For liquid surface coating material manufacturers.		
			40	—	

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000	dollars)	
		ing zinc sulphur; iron oxide and its hydroxides added with organic dyestuffs; lead oxide, iron oxides, zinc chromate and chrome yellows)			
	38.19	Other products and preparations of the chemical and allied industries not elsewhere covered in the Tariff (excluding admixtures of locally produced plastifiers).			
	39.02.11 to 29	Liquid and paste preparations			
43	28.31.10	Only calcium hypochlorite	1	—	
44	28.37.13	Ammonium sulphide and hypo-sulphide	10	5	
	20	Other sulphides and hypo-sulphides			
45	31.02.20	Ammonium nitrate (for ammonium protoxide production)	10	—	
46	28.35.20	Sodium sulphide (for textile dye manufacturers). (At the disposal of the Ministry of Industry)	5	—	
47	28.42.13	Sodium carbonate (soda)	350	20	
48	28.42.16	Lead carbonate (lead white).			
	42	Precipitate of calcium carbonate	25	5	
49	28.25.	Titanium oxides			
	32.07.29	Other colouring matter (excluding pigments produced through treatment of earth colours, classified under 25.09 with ammonium or potassium hydroxide, or brightening with organo-synthetic dyestuffs; pigments containing zinc sulphur; iron oxide and its hydroxides added with organic dyestuffs; lead oxide, zinc chromate and chrome yellows	For requirements other than paint and leather and vinyl-asbestos flooring materials manufacture. 100	15	
50	28.47.36	Potassium bichromate (for manufacturers of wood preservative impregnation chemicals only). (At the disposal of the Ministry of Agriculture)	1	—	
51	35.05.90	Only soluble starch.			
	13.03.40	Hops extract.			
	90	Others.			
	27.10.22	Only white spirit.			
	28.38.71	Iron sulphate.			
	73	Nickel sulphate.			
	28.49.10	Potassium-barium-platino cyanide.			
	20	Platinum salts and salts of other metals of platinum regime.			
	30	Silver nitrate.			
	40	Other silver salts and colloidal silver.			
	50	Others	50	10	
52	28.56.10	Silicon carbide (for the manufacturers of abrasives)	30	—	
53	29.01.42	Only xylol (for use in manufacturing agricultural pesticides). (At the disposal of the Ministry of Agriculture)	80	—	
54	29.14.41	Formic acid (At the disposal of the Ministry of Industry)	30	5	
55	29.15	Polyacids, anhydrides, and others (excluding oxalic acid, acyclic acids and their anhydrides, halogenides peroxides; sodium salts, phthalic anhydride and plastifiers)	5	—	
56	29.15	Products and plastifiers produced through condensation, polycondensation, polymerization and copolymerization, for manufacturing electrical materials, plastifiers (alkyd resins modified or unmodified, or polyester resins and locally produced plastifiers excluded) (manufacturers of plastic pipes may not benefit from this quota)	80	—	
	39.01.11 to 29				
	39.02.11 to 29				
57	29.02.21 50	Pure lindane and technical BHC (excluding less than 16% gamma isomer contents quality). (At the disposal of the Ministry of Agriculture).	100	—	
58	30.03.11	Procaine penicillin with aluminium monostearate.			
	13	Chloromicetyn and derivatives.			
	14	Oreomycin and terramycin and derivatives.			
	15	Tyrothrycin and salts.			
	16	Bacytracin and salts.			
	17	Erythromycin and salts.			
	18	Neomycin and salts.			
	21	Polymicin and salts.			
	22	Canamycin and salts.			
	23	Viomycin and salts.			
	24	Cyclocerin and salts.			
	25	Colymycin and salts.			
	26	Groseofulvin and salts.			
	42	Secondary products.			
	43	Tertiary products			
	39	Others (excluding penicillin-streptomycin mixtures and oral antidiabetics). (At the disposal of the Ministry of Health)	—	350	
59	30.03.42	Secondary preparations.			
	43	Tertiary preparations (At the disposal of the Ministry of Agriculture.)	—	40	
60	30.04.90	Only medicated gauze and cotton.			
	10	Medical oil cloth and sticking plasters.			
	20 90	Other (excluding surgical plastic tapes, cloth plasters and bandages).			
	30.05.10	Sterile surgical catgut.			
	50.08	Only silk thread catgut	—	15	
		(At the disposal of the Ministry of Health.)			
61	34.07.10	Dental impression wax	—	10	
62	32.05	Pigments and dyestuffs and other colouring plastic and rubber masses in plastic and rubber industries (excluding pigments produced through treatment of earth colours, classified under 25.09 with ammonium or potassium hydroxide, or brightening with organo-synthetic dyestuffs; pigments containing zinc sulphur; iron oxide and its hydroxides added with organic dyestuffs; lead oxides, iron oxides, zinc chromate and chrome yellows).	50	—	
	06				
	07				
63	32.05.21	Sulphurous dyes (excluding Sulphur Black I, Sulphur Blue II, Sulphur Brown 12, Vat Green 7 and equivalents to Colour Index)	10	—	
64	32.05.22	Direct dyes (excluding Direct Yellow 27, Direct Red 81, Direct Blue 74, Direct Brown 95, Direct Black 22, Direct Black 38, Direct Green 6, Direct Red 28, Direct Brown 2, Direct Blue 2, and equivalents to Colour Index).			
	32.05.26	Acid dyes (excluding Acid Red 35, Acid Black 24, Acid Red 27, Acid Orange 7, Acid Black 1, Acid Red 1, Acid Blue 92, and equivalents to Colour Index)	200	40	AID (2)
65	32.05.27	Mordant dyes (chrome dyes) (excluding Mordant Yellow 8, Mordant Orange 37, Mordant Red 7, Mordant Blue 13, Mordant Green 17, Mordant Brown 33, Mordant Brown 15, Mordant Black 11, and equivalents to Colour Index)	60	—	
66	32.06.10	Synthetic colour lakes (except nitrocellulose base).			
	20	Others (except nitro-cellulose base).			
	32.07.10	Ultramarine	40	10	
67	32.07.29	Only inorganic metallic origin colours (excluding zinc chromate and chrome yellows)	For cosmetics manufacturing only. 10	—	
	32.09.12	Only cellulose varnish			
	15.05.10	Only pure lanolin			
68	32.09.19	Chloro-rubber varnishes	10	5	
69	32.09.13	Only synthetic varnishes	For factories with fibreboard lacquering facilities. 30	—	
	25	Only synthetic dyes			
70	32.09.12	Cellulose varnish (for Tiefdruck and offset presses)	15	—	
71	32.09.19	Varnishes for caoutchouc and other rubber industry	20	—	
72	32.09.19	Special varnish (for factories manufacturing enamelled wires)	60	—	
73	32.09.19	Special varnish (for metal printing houses)	40	—	
74	32.09.24 29	Only cellulosic nacre dyes (for perfumery and button industries)	10	—	
75	32.09.29	Only light-reflecting points	—	10	
76	32.09.29	Only finishing dyes for textile industry	20	—	
77	32.09.12, 13, 19, 24, 25	Only stencil lake	For textile industries filmdruck presses. 110	—	
	35.06.20	Only ultrafix			
	37.02.22	Only photographic films (unexposed)			
	38.19	Only ultrasol hardener			
	39.03.12	Only carboxymethyl cellulose			
	39.05	Only natural resins modified by melting (ultrasol)			
	40.06.20 40.08 40.14.29	Only squeegee rubbers			
	82.03	Only squeegee files			
	59.17.11	Silk screen cloth			
	12	Only synthetic fibre screens			
	73.27.10	Only steel wire fabric			
78	32.09.12 13 19 24 25	Only stencil lake	For textile industries without filmdruck facilities. 30	—	
	39.03.12	Carboxymethyl cellulose			
	59.17.11	Silk screen gauze			
	12	Synthetic fibre screens			
	40.06.29 40.08 40.14.29	Only squeegee rubbers			
	82.03	Squeegee files			
79	32.10.	Paints	—	5	
80	32.12	Only modified polyvinyl chloride and phenol-cresol resin preparations	For manufacture of oil, fuel and air filter elements for internal combustion engines. 1	—	
	35.06	Only animal-origin glue and polyvinyl acetate dispersion, plastified urea-formaldehyde resin preparations			
	48.03.90	Only surfaced, coated and impregnated papers			
	68.13.90	Only Klingerite gasket sheets			
81	32.13.21	Only India ink.			
	23	Only copying ink.			
	25	Only duplicator ink (except black).			
	29	Other inks	—	5	

(*Continued on next page*)

TURKEY, *continued*

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
82	32.13.22	Concentrate ink (for pen ink manufactuer)	20	—	
83	32.13.24	Ball point pen ink	15	—	
84	33.01.22	Mint	5	—	
85	33.01.23	Cintronelle.			
	24	Citron.			
	25	Melisse (Melissa aromatica).			
	26	Ylang-Ylang.			
	29	Others.			
	33.02.	Terpenic by-products of deterpenation of volatile oils.			
	33.04	Volatile Oils			
	33.05.90	Others	70	15	
86	34.02	Surface-active organic preparations, surface-active preparations and washing preparations (excluding those containing soap, dodecylbenzol sulphonates, 'alkylarilsulphonate' pigment binders)	For manufacturers of leather and textile auxiliary preparations.		
	15.04.30	Whale oil	120	—	
	15.07.11	Castor oil			
	15.06.10	Fats of horses, hippopotamus, bears, rabbits, land crabs, turtles, etc.			
	20	Neat's foot oils			
	30	Bone fats			
	40	Bone oil			
	90	Others			
87	28.17.12	Only caustic soda pellets	For manufacturers of other than agricultural pesticides.		
	34.02	Surface-active organic preparations, surface-active preparations and washing preparations (excluding those containing soap, dodecylbenzol alkylarilsulphonic acid, or their organic or inorganic salts, and pigment binders)	75	—	
88	34.02	Surface-active organic preparations, surface-active preparations and washing preparations (excluding those containing soap, dodecylbenzol alkylarilsulphonic acid, and their salts with organic and inorganic bases, and pigment binders). (At the disposal of the Ministry of Agriculture)	For agricultural emulsion chemicals manufacturers.		
			250	—	
89	35.01.10	Only renate caseine (for manufacture of sheet or rod gelalith)	10	—	
90	35.01.10	Caseine (for use in the manufacture of agricultural chemicals)	5	—	
91	35.03.11	Gelatine.			
	12	Gelatine derivatives	10	5	
92	35.06.20	Other prepared glues and adhesives (excluding caseine glue, hide and bone glues, fish glue, starch glue and dextrin, natural rubber solutions and polyvinyl acetate base adhesives, neoprene base synthetic rubber solutions, and any and all glues and adhesives in containers of 70 gr. or smaller) (cellophane base adhesives and binders excluded)	20	5	
93	35.06.20	Other adhesive products	For cable sleeve and lug manufacturers.		
	38.19	Only synthetic resins and hardeners (excluding mixtures of locally manufactured plastifiers)	20	—	
	39.01.11 to 29				
	40.05.	Only unvulcanized rubber strips	40	40	
	48.15.90	Only carbonized paper	$20,000 of Industrial Quotas for film process printers.		
94	37.01.21 to 29	Sensitized, unexposed photographic plates and films			
	37.02.22	Photographic films (unexposed)			
	29	Others			
95	37.02.21	Unexposed cinematographic films (uninflammable safety types only)	50	10	
96	37.03.19	Undeveloped photo-recording sensitized papers for cardiological recorder apparatus	—	5	
97	37.03	Sensitized papers, cards and cloth (excluding exposed or unexposed but undeveloped photosensitive papers, ozalid or similar papers)	—	75	
98	37.05	Exposed and developed negative and positive sheets, films and pellicles	—	5	
99	38.03.10	Activated carbons.	50	—	
	90	Others	90	—	
100	38.03.20	Only diatomacious earth (Kieselguhr)	—	20	
101	38.14	Anti-knock preparations and others	30	—	
102	38.19	Cyanide compounds and salts and preparations used for hardening and tempering steel (for chain and drill bit manufacturers and for manufacturers that process bolts and nuts for surface hardening)			
103	38.19	Chemical products and preparations of the chemical and/or allied industries not elsewhere specified or included (excluding pigment binders, cold and hot patches and gumlastic used on pneumatic tubes, metallic naphthanates and other metallic compounds of organic acids used as dryers, and mixtures of locally manufactured plastifiers, compositions used in surface cleaning of metals, and compositions containing more than 50% acetic or formic acid)	330	25	
104	38.19	Only chemical preparations for wood impregnation. (At the disposal of the Ministry of Agriculture)	1	—	

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
105	38.19	Additives for foundry industries (including preparations and derivatives)	20	—	
106	38.19 39.02.11 to 19	Only polyacrylic derivatives, clear, colourless acrylic moulding powders, for dental practising, in powder and liquid form (in special packing of up to 5 kg. maximum)			
		For plastic false teeth manufacturers	15	25	
107	38.10 39.02.11 to 29 39.01.11 to 29	Only ion-exchangers	20	10	
108	34.02 38.12 38.19 39.02 39.03.12 to 31 33-39	Only auxiliary materials dressing and starching materials for textile industry (excluding those containing soap, dodecylbenzol sulphonate 'alkylaril sulphonate' and pigment binders, starching agents of starch or dextrin and homopolymer polyvinyl acetate and copolymers, and mixtures of locally manufactured plastifiers	125	—	
109	34.02 38.12 38.19 39.02.11 to 29	Only binders for textile industry (excluding those containing soap, dodecylbenzol sulphonate 'alkylaril sulphonate' and homopolymer polyvinyl acetate and copolymers and mixtures of locally manufactured plastifiers	35	—	
110	29.15	Only plastifiers (excluding locally manufactured plastifiers)			
	39.01	Condensation, polycondensation and polyaddition products (excluding polyester plates, alkyd resins – modified or unmodified, polyester resins and lakes) (including saturated polyester resins, whether or not containing all kinds of functional groups)	Sheets and plates produced by press bonding of artificial resin impregnated paper sheet (r.t.m. Formica and equal) and all sponged plastics and binders. excluded		
	39.02.11 to 29	Liquid and paste products and others (excluding polyester plates and homopolymer polymers and more than 50% polyvinyl acetate content copolymers)	$200,000 portion hereof is at the disposal of the Ministry of Industry for manufacture of polyethylene fertilizer bags.		
	39.03.12 to 31 33-39	Liquid or paste products and others (excluding cellulose nitrate 'nitrate cotton' and liquid products of same)	800	—	AID(1)(x)
	39.04	Hardened albuminoids (excluding gelalith plates and rods)			
	39.05	Natural resins modified by fusion; others (excluding collophony resins)			
111	39.02	Products of polymerization and copolymerization			
	39.03.31	Cellulose wrapping paper (other than heat-bonding types)			
	39.05.10	Liquid and paste products (including emulsions, dispersions and solutions)	For cellotape manufacture.		
	21	Chemical derivatives of natural rubber	20	—	
	29	Others			
	90	Others			
	40.06.22 29	Unvulcanized natural or synthetic rubber in other states and forms			
112	29.15	Only plastifiers (except those locally manufactured			
	38.08.10	Resinates			
	20	Cellophane			
	90	Others			
	39.02	Products of polymerization and copolymerization			
	39.05.10	Liquid and paste products (including emulsions, dispersions and solutions	For medicated plaster manufacture.		
	21	Chemical compositions of natural rubber	25	—	
	29	Others			
	90	Others			
	40.06.22	Unvulcanized natural or synthetic rubber in other states and forms			
	15.05.10	Only pure lanolin			
	48.07	Only impregnated paper			
	48.15				
113	38.19 39.01.11 to 29 39.02.11 to 29	Polymerization and copolymerization products, products and preparations of the chemical industries and/or allied industries (for the chemical and plastics industries) (excluding homopolymer polyvinyl acetate, more than 50% polyvinyl acetate containing copolymers, polyester resins, lakes, alkyd resins – modified or unmodified – and binders, mixtures of locally manufactured plastifiers) (including saturated polyester resins and lakes whether or not containing functional groups)	Sheets produced by press bonding of synthetic resin impregnated papers (r.t.m. Formica, etc.), sponged plastics and binders. excluded		
			100	—	
114	39.01.11 to 29 02.11-29 03.12-31 33-39	Only synthetic resins and cellulose derivatives (excluding alkyd resins – modified or unmodified – and polyester resins and lacquers)	For fibreboard, plywood, match, spool, caoutchouc factories only.		
	39.05	Only chemical derivatives of natural rubber (excluding homopolymer polyvinyl acetate and copolymers)	175	—	
	39.06	Only special adhesives			
115	29.15	Only plastifiers (excluding locally manufactured plastifiers)			

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
	39.02.11 to 29	Only polyvinyl alcohol.	For manufacture of polyvinyl acetate only.		
	34.02	Surface-active preparations (excluding those containing soap, dodecylbenzol sulphonate 'alkylaril sulphonate' pigment binders	100	—	
	39.03.12-31, 33-39	Only hydroxyethyl cellulose and carboxymethyl cellulose			
116	39.01 02 03 04 05 06	Only light reflecting sheet products used for traffic signs (excluding acrylic based plastics). (At the disposal of Highways Department)	15	—	
117	39.01 02 03 04 05 06	Only light reflecting sheet products used for traffic signs (excluding acrylic based plastics).	For manufacturing triangular traffic signs. 5	—	
118	39.01.11 to 29 39.02.11 to 29 39.03.12 31,33-39 39.05	Only synthetic resins and cellulose derivatives (exluding modified or unmodified alkyd resins, polyester resins and lakes). Only chemical derivatives of natural caoutchouc (excluding homopolymer polyvinyl acetate and copolymers).	For manufacturers of synthetic caoutchouc solution of caoutchouc neoprene base; and artificial and insoles. 50	—	
119	39.01.11 to 29 39.02.11 29, 33 to 39 39.05	Only synthetic resins and cellulose derivatives (excluding alkyd and polyester resins) and lacquers, modified or unmodified)	For the manufacture of press-bonded laminated paper sheets with synthetic resin impregnation (r.t.m. Formica and similar)		
	48.01 48.03 48.07 48.11	Kraft paper, cardboards, decorated papers, overlay, lincrusta (excluding natron cellulose and lacquers. (At the disposal of the Ministry of Industry).	500	—	
120	39.01	Only bakelized cardboard plates (excluding decorative plates).			
	39.03.32	Vulcanized fibre.			
	39.01	Only phenol-fibre plates	—	5	
121	39.02	Only polyvinyl butyrol (for factories manufacturing laminar safety glass)	80	—	
122	39.02.11 to 29	Polyvinyl chloride, polystyrene, polyethylene (for manufacturing plastic separators for storage batteries).	30	—	
123	39.02.11 to 29 39.07.31	Only polyvinyl chloride, polyethylene and polypropylene and plastic fittings (or manufacturers of plastic tubing to Turkish standards, having complete tube drawing plants)	300	—	
124	39.01.11 to 29	Liquid and paste products; others	For water meter manufacture. 12	—	
	90.29.92	Bearing jewels			
125	39.02.31 to 39	Only plastic sheets and plates (for industries with vacuum moulding presses) (excluding printed, decorated and relief surface sheets and acrylic sheets)	20	—	
126	39.03.31	Cellulose wrapping paper (heat bonding type only)	50	—	
127	39.03.12	Only carboxymethyl cellulose	20	—	
128	39.03.13, 34	Only celluloid and cellulose acetate sheets			
	70.15.11	Sun-glass lenses	For spectacle manufacturers.		
	90.03.91	Only metallic parts for spectacle frames.	50	—	
129	39.03.33 34 39	Only celluloid cellulose acetate and cellulose nitrate sheets and tubes	40	5	
130	39.04.29	Only gelalith in sheets and rods	15	—	
131	40.01.24 38.19	Only gum-lastic (for chewing gum manufactures).			
	13.02.21	Gum-mastic	1	—	
132	40.06.22 29	Other (excluding natural rubber adhesives, hot and cold tube patch rubbers, and homopolymer polyvinyl acetate and co-polymers and synthetic rubber adhesives of neoprene base and cellulose-backed adhesives	—	10	
133	40.02.11, 12	Synthetic rubber (for oil seal manufacturers)	20	—	
134	40.02.12, 22	Synthetic latex (for manufacturers of textile sheets and belting)	10	—	
135	40.06.29 40.08.	Door seal rubber strips for refrigerators.			
	40.14.29	(Magnetic or other)	—	5	
136	40.07.10	Unsheathed (bare) rubber round filaments (excluding square section filaments and No. 60 or arger diameter rounds)	10	5	
137	40.11.11 12 13 21 22	Only automotive pneumatic tyres and tubes, of sizes, types and qualities not manufactured in Turkey (excluding bicycle tyres and tubes) (including motorcycle tyres and tubes). At the disposal of the Ministry of Commerce	750	—	AID (2) (x)
138	40.11	Only bicycle tyres and tubes	—	10	
139	40.12. 13.10 20	Medical goods (excluding babies' nipples, kitchen and industrial gloves, babies' bed-sheets and hot water bottles, ice bags, bench mattresses and pillows)			
	40.16.10	Only X-ray protective aprons.	—	5	
140	40.14.21 29	Others (excluding babies'bed-sheets, white sidewalls for automotive tyres, hot water bottles, ice bags, beach mattresses and pillows, floor mats for automobiles, etc., pedal rubbers and cold hot patches and cellular or sponge rubber sheets and foils, shoe, yoke and bumper belting of all materials for textile machinery and multi-shuttle, super-strike whip type looms)	—	10	
141	41.01.21 24 22 25	Bovine hides, fresh (up to 15 kg.) Bovine hides, dried (up to 9 kg.). Calf hides, fresh (all types) Calf hides, dried (all types)	400	—	
142	44.03.31 to 39	Veneer woods of species not grown in Turkey	20	—	
143	44.03.32	Only balsam tree	—	2	
144	44.11.21	Wooden shoe nails (pegs)	—	5	
145	44.03.41, 42	Only pulp wood for pulp shredding. (At the disposal of the Ministry of Industry)	1	—	
146	45.03	Articles of natural cork (excluding cork stoppers)	—	5	
147	45.04.10 20	Agglomerated unwrought cork in blocks, plates, sheets, tubes, rods and other forms. Agglomerated cork articles	40	10	
148	48.01.21, 29	Papers of 50-55 gr/sq. m. substance. (At the disposal of the Ministry of Industry)	1	—	
149	48.01.30	Coloured papers for carbon paper manufacture.			
	48.03.20, 30	Parchment and imitation parchment papers	40	—	
150	48.01.40	Printing paper and stationery paper. (At the disposal of the Ministry of Industry)	—	1	
141	48.01.40	Printing and stationery papers (for gummed paper, millimetric graph-paper and similar special quality paper manufacture)	15	—	
152	48.01.40	Printing and stationery paper (for Ozalid manufacture)	40	—	
153	48.01.61 62	Persulphite paper, wrapping (for waxed paper manufacturers)	20	—	
154	48.01.50	Kraft paper. (At the disposal of the Ministry of Industry ($300,000, for packing box manufacture))	2,500	—	
155	48.01.63	Cigarette paper in sheets (monopoly item).			
	48.21.39	Filter paper for cigarette filters	180	—	
156	48.01.67	Cardboard in rolls, for statistics cards manufacture; 155-180 gr/sq. m. substance	50	—	
157	48.01.64 66 69	Blotting paper. Drawing paper. Other papers.			
	48.03.20, 30	Only parchment and imitation parchment papers.			
	48.05.20 30 90	Crepe paper. Embossed paper. Others.			
	48.06.10	Only graph papers for recording instruments.			
	48.07	Impregnated, coated, surface coloured, surface decorated or printed papers and paperboards (excluding carbon papers in rolls or in sheets, of all sizes and colours, gummed papers, paraffin papers, leather-grain embossed paperboards, and flock papers)	100	20	
158	48.07	Only 'release' paper (for manufacturers of sponged imitation leather over jersey knit base, through transfer process)	25	—	
159	48.01.65	Special papers for banknotes and similar valuable notes (cheque papers.) (At the disposal of the Ministry of Finance)	—	10	
160	48.07.90	Only photostatic copy positive papers (non-sensitized) 90-100 gr./sq. m. substance and coated with thiourea and sodium formaldehyde bisulphide	—	10	
161	48.01.69 48.07.90 32.09.19	Decalcomania backing paper. Special varnish for manufacturing decalcomania	20	—	
162	48.04	Only tarred Kraft paper (for fertilizer plants)	35	—	
163	48.08.10	Paper-pulp filter-mass plates containing asbestos fibres (for filtering machines).			
	90	Others	—	5	
164	48.13.20	Stencils (waxed stencils used for duplication work)	—	15	
165	48.13.90	Other copying and duplicating papers (excluding carbon papers of all colours)	—	5	
166	48.15.90	Only cards for electro-magnetic calculators fitted with magnetic tapes.			
	48.21.39	Cards for address printers.			
	49.08	Transfers intended for making impressions of letters, symbols and markings	—	15	

(*Continued on next page*)

TURKEY, *continued*

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
167	48.16.10	Packing boxes (for exporters only). (At the disposal of the Ministry of Industry)	—	1	
168	49.08	Only industrial transfers (decalcomania)	20	—	
169	49.11.21 29	Printed pictures and photographs. Others	—	2	
170	51.01.10 51.03.10	Synthetic fishing net yarn (for manufacturers of fishing nets)	200	—	
171	51.01.31 to 39 51-59 51.03.21	Yarn of man-made continuous fibres	650	—	AID (3)
172	51.01.21 to 29 41-49 51.03.22	Cords of synthetic continuous fibres (tricot and jersey cloth industry). (At the disposal of Union of Chambers)	100	—	AID(4)(x)
173	51.01.21 to 29 41-49 51.03.22	Only cords of synthetic continuous fibres (for tulle drapery industries). (At the disposal of Union of Chambers)	275	—	AID(5)(x)
174	51.01.21 to 29 41-49 51.03.22	Cords of synthetic continuous fibres (for flannel industries). (At the disposal of Union of Chambers)	10	—	
175	51.01.21 to 29 41-49 51.03.22	Cords of synthetic continuous fibres (for silk textile and other industries). (At the disposal of the Union of Chambers)	75	—	AID(5)(x)
176	51.02.20	Only synthetic monofilament fishing lines (to meet the requirements of fishermen)	—	10	
177	51.02	Monofils, strips, and similar, of man-made and synthetic materials, suitable for weaving (excluding imitation catgut)	For tricot industries.		
	52.01.10	Textile yarns spun with copper filaments	40	—	
	90	Others			
178	51.02	Monofils, strips and similar, of man-made and synthetic fibres (excluding imitation catgut) for brush and nylon zipper manufacture)	15	—	
179	51.02	Monofils, strips and similar of man-made and synthetic fibres (excluding imitation catgut)	For silk textile industry.		
	52.01.10	Textile yarns spun with copper filaments	75	5	
	90	Others			
	74.03.39	Other copper alloy filaments			
180	53.01.10	Merino wool (unclean). (At the disposal of the Ministry of Industry. Not more than 88·5 million may be used in the XXth Quota period. Unused balance from XXth Quota for use within the term of the XXIst Quota.	13,500	—	
181	53.02.80	Rabbit hair.			
	60	Other hairs for hat felt.			
	58.07.10	Chenille yarns.			
	20	Gimped yarns			
	90	Others	25	5	
182	54.03.10	Flax yarn (metric No. 7 and finer)	15	10	
183	54.04.10	Shoe-sewing twine (metric No. 7 and finer)	—	5	
184	55.01.30	Long fibre cotton. (At the disposal of the Ministry of Commerce)	1	—	
185	55.05.11 29	Netting yarns	—	5	
186	55.09	Special fabric for typewriter ribbon	For manufacturing typewriter ribbons only.		
	32.07.29	Other colouring matter pigments produced through treatment of earth colours classified under heading 25.09 ammonium or potassium hydroxide, or brightening with organo-synthetic dyestuffs; pigments containing zinc sulphur; iron oxides and hydroxides added with organo dyestuffs; lead oxides and iron oxides; zinc chromate and chrome yellows)	40	—	
	32.06.10	Synthetic colour lakes only (nitrocellulose base lakes excluded)			
	32.09.29	Other prepared colours			
	51.04.29	Nylon fabric for typewriter ribbons			
187	56.01 02 03 04	Man-made, discontinuous fibre suitable for weaving; waste. (At the disposal of the Union of Chambers)	500	—	AID(6)(x)
188	57.02 57.04.20	Only manila hemp. Only other fibres of sisal and agave species. (At the disposal of the Ministry of Industry)	150	—	
189	57.03	Only jute fibres. (At the disposal of the Ministry of Industry)	80	—	
190	57.06.10	Jute yarn. (At the disposal of the Ministry of Industry)	15	—	
191	59.05.10	Only fishing nets of synthetic cords and twines. (for specific net requirements of fishermen and for distribution through Fishing Co-operatives) (Union of Chambers' certification required, attesting to unavailability of local manufacture). (At the disposal of the Ministry of Commerce)	—	10	
192	59.07.10	Tracing cloth	—	1	
193	59.15.90	Fire hoses with rubber lined bore; whether or not impregnated outside	—	20	
194	59.15.30	Only flax hoses	—	10	
195	59.17.11 12	Silk screen gauze Man-made and synthetic fibre screen gauze	50	—	
196	59.17.21 29	Only pressing bags of synthetic fibres. Only special fabrics used in asbestos industry	40	—	
197	68.03 68.05	Processed oilstone and products of natural or agglomerated oilstones. Manual whetting or polishing stones	—	10	
198	68.04.20 82.02	Only marble and brick cutting saws.	25	5	
199	68.06 68.13.90	Only wet sanding sand-paper and bonded, powder or granular abrasives (excluding emery sheets with plastic, cloth and paper backing except wet-sanding sand paper); only worked asbestos and products thereof (asbestos cord, vulcanized asbestos, fabrics, wicks, packing sheets, asbestos filter powder, flooring asbestos excluded) (gasketing sheets of Klingerite type included)	30	30	
200	68.04.20	Only abrasive stones for industrial use	75	25	
201	38.19	Only stones for use in hard metal manufacture	For manufacturers of hard metal cuttings tips and diamond mills.		
	28.56	Only carbides for use in hard metal manufacture			
	34.05.90	Only diamond grit pastes for hard metal manufacture			
	68.04.20	Only diamond dust and hard metal powder abrasive plates and papers for hard metal manufacture (grinding discs)	30	—	
	68.05	Only manually used diamond dust embedded rods for use in hard metal manufacture			
	71.04	Only diamond powder for use in hard metal manufacture			
202	69.02.10	Over 70% alumina content refractory tiles.			
	20	Magnesite refractory tiles	At the disposal of the Ministry of Industry.		
	30	Chromo-magnesite refractory tiles.			
	40	Under 50% alumina content clay tiles	1,000	—	
	80	Chromite			
	90	Others			
203	69.02.20	Semi-silica (75-85% SiO_2) refractory tiles.	At the disposal of the Ministry of Industry.		
	40	Less than 50% alumina clay refractory tiles.	100	—	
	70	Silica (Dinsous and quartz) (92-98 SiO_2 refractory tiles.			
204	69.09.90	Only ceramic utensils and articles used in laboratories, chemistry and other technical applications.	—	5	
205	70.02	Enamel (rubine) glass.			
	70.03.10 20	Only glass rods and tubes (excluding tubes of outer diameter larger than 18 mm.	50	5	
206	70.03.10 20	Glass rods and tubes of outer diameters from 18 mm. to 30 mm.	20	—	
207	70.08.12 22	Only convex safety glass (excluding non-breakable, flat, laminated, safety glass of single or multiple layers (including convex, laminated, security glass of multiple layers)	—	5	
208	70.20.12 13	Glass fibres Only fibreglass cords	5	—	
209	70.04.10 90 70.06.10 90 70.05.20	Armoured glass; others. Translucent glass or decorated glass	—	1	
210	70.10.10	Only medicine bottles and vials of inert glass (for pharmaceutical industries)	10	—	
211	70.14.21	Only primus lantern glass	15	10	
212	70.15.11	Sun glass lenses	—	5	
213	70.17.20 30	Glassware and utensils for laboratories, pharmaceutical and hygienic use	10	10	
214	73.01.20 40	Casting pigs. Temper pigs. (At the disposal of the Ministry of Industry)	1	—	
215	73.03.11 12 20	Iron and steel scraps. (At the disposal of the Ministry of Industry).	600	—	
216	70.07.12 20	Blooms. (At the disposal of the Ministry of Industry) Billets. (At the disposal of the Ministry of Industry)	3,000	—	
217	73.10.11	Wire rod for manufacturing electrodes	50	—	
218	73.10.11	Wire rod (for manufacturing springs). (At the disposal of the Ministry of Industry)	25	—	
219	73.10.11 51 52 59	Wire rods Cold drawn or calibrated rods	For nut and bolt manufacturers. 50	—	
220	73.10.21 22 29	Angular section bars.			
	49	Other rods of iron and steel			
	51 52 59	Cold rolled or calibrated bars	5	15	

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000	dollars)	
221	73.11	Sections, angles and shapes of iron and steel (excluding drapery rails, cornices, steel poles, plates and perforated sections). (At the disposal of the Ministry of Industry)	200	—	
222	73.12.16 26	Lead plated iron and steel strips of 56·5 to 66 mm. width and 0·14 mm. thickness (for electrical conduit manufacturers)	40	—	
223	73.11 12 14	Iron and steel shapes, strips and wires (for the manufacture of textile combs). (At the disposal of the Ministry of Industry)	20	—	
224	73.12.15 16 25 26	Nickel plated strips of iron and steel (150 mm. or less in width). (150 mm. or less in width).	For manufacture of office file folders.		
	73.14.11 12 21 22	Wires of 4·20 mm. or less in diameter	10	—	
225	73.14.11	Only steel wire (for manufacturing wire brushes)	5	—	
226	73.15	Only alloyed and high-carbon steel (for automotive spring manufacturing). (At the disposal of the Ministry of Industry)	400	—	
227	73.18	Small and large bore iron and steel tubes and pipes (excluding welded pipes and steel pipes of 51-159 mm. I.D., 32 Atm. service pressure).			
	19.10	Only pressure service steel pipes (welded pipes excluded)	200	25	
228	73.18	Only welded pipes of up to 6 in. dia. meter (for exhaust piping and muffler manufacture)	10	—	
229	73.12.16 26	Steel strips, tapes, and rolls; coated in lead, tin, aluminium cadmium, nickel copper alloy metals; 60 mm. to 486 mm. (inclusive) wide and 0·5 to 3·8 mm. (inclusive) thick	For steel shell copper alloy bearing manufacturers.		
	73.18 73.19	Only drawn pipes	30	—	
230	73.20	Pipe fittings of cast iron, iron or steel (excluding cast iron and iron fittings of up to 2 in. (inclusive) and sleeves, elbows, nipples, Tees of up to 2½ in. (inclusive) diameter)	5	15	
231	73.23	Only non-corrosive steel milk cans	—	10	
232	73.24	Pressure vessels of iron and steel (excluding LPG tubes and tanks).	20	—	
233	73.25	Only steel wire ropes; small and large diameter, braided ropes, capstan ropes, etc.	55	20	
234	73.29	Chains made of 13-76 mm. round wires. (At the disposal of the Ministry of Industry)	25	—	
235	73.31.22 23 29	Clout nails, upholsterers' nails, and grooved nails, concrete, steel, iron, brick and marble nails for use with special pistols	—	20	
236	73.32.12 20	Sheet metal screws, chrome plated bolts and screws	8	10	
237	73.31.10	Horseshoe clout nails	—	150	
238	73.34.20 90	Safety pins, hairclips, curlers, rollers, and similar (excluding pins, hairclips, hairpins)	—	5	
239	73.37.91 92 84.01.91 99	Only central heater and steam boiler parts (segments excluded)	10	5	
240	74.10	Extra-supple braided cables of electrolytic, tempered copper wires of 0·05-07 mm. diameter (for manufacturers of electrical brushes)	5	—	
241	73.25	Only steel wire ropes, small and large diameter; braided ropes, capstan ropes, etc. (for wire rope manufacturers)	50	—	
242	74.03.19 74.07.90	Only round solid phosphor-bronze bars of 25 to 150 mm. diameter; and tubular types of 150 to 250 mm. only	—	5	
243	74.03.32	Only brass wire (for ball point nib spare manufacturers)	15	—	
244	74.03.39	Other copper alloy wires			
	74.06.10	Copper powder			
	74.07.10	Brass tubes	20	10	
	74.08.10	Pipe fittings of brass			
	20	Pipe fittings of copper			
	90	Pipe fittings of other metals			
245	74.05	Copper and brass foils and strips. (At the disposal of the Ministry of Industry)	100	—	
246	74.07	Double wall copper tubes, copper tubes of 10 mm. dia. and smaller capillary tubes	15	5	
247	74.03 19	Only specially alloyed copper electrodes (for manufacturers operating welding machines using disc electrodes)	30	—	
248	74.11.	Woven mesh wire (screen wire for industrial use only)	15	—	
249	76.02.20	Aluminium sections (excluding facade sections, door and window frames)	1	—	
250	76.02.30	Aluminium wire rods. (At the disposal of the Ministry of Industry)	1	—	
251	76.02.10	Only aluminium wire (for steel core aluminium conductor manufacturers)	8	—	
252	76.05.20	Only aluminium flakes.			
	76.13	Wire gauze, woven mesh coop wire of aluminium.			
	76.16.10	Only aluminium nails, screws, bolts, nuts and the like (washers excluded)	15	10	
253	76.03	Aluminium sheets, plates, foils and strips.			
	76.07	Aluminium pipe fittings	40	10	
254	49.09 73.18 73.20 76.06 07 16 84.10.20 30 40 84.10.19 84.18 84.21 84.61	Complete sprinkler systems, necessary piping therefor, and other accessories (excluding LPG tubes, kerosene stoves, city gas stoves and cocks therefor). (At the disposal of the Ministry of Rural Affairs)	—	1	
255	78.01.10	Only virgin lead of 99·97% purity (for battery, metal bearing, galvanized sheet steel, solder wire and red lead and radiator industries only). (At the disposal of the Ministry of Industry)	50	—	
256	79.01.11	Unwrought electrolytic zinc (for galvanized steel sheet manufacturers). (At the disposal of the Ministry of Industry)	30	—	
257	79.01.11	Unwrought and electrolytic zinc (for hot-dip and electro-plating industries). (At the disposal of the Ministry of Industry)	400	—	
258	79.01.21	Only alumino-zinc alloys containing minimum 99% zinc. (At the disposal of the Ministry of Industry)	100	—	
259	79.02.10	Solid bars of zinc.			
	20	Profiles of zinc.			
	30	Zinc wires.			
	79.03.40	Zinc powder.			
	50	Zinc flakes.			
	79.06	Only zinc nails, screws, washers, bolts, nuts and similar articles	60	20	
260	79.03.10	Zinc plates and sheets.			
	20	Zinc foils.			
	30	Zinc strips	15	5	
261	81.01.10	Only tungsten powder	For drilling bit manufacturers		
	81.02.10	Only molybdenum powder			
	38.01.10	Synthetic graphite bars	5	—	
262	82.02.30	Only circular saw blades.			
	40	Toothless saw blades for stone slicing.			
	50	Toothless disc saws for metal cutting	10	10	
263	82.03	Hand tools (excluding files and raspa).			
	82.04	Other hand tools (excluding all kinds of vices, trowels, sledge hammers, carpenters' and joiners' planes, block planes, bench planes, bullnose planes and similar woodshaving, wooden body hand tools, hammers with metal end of 2 kg. size; jig saw blades, jig saw sets and lash curlers)	—	25	
264	82.03	Linter saw-blade sharpening files (for plants with linter plants)	15	—	
265	82.05.20	Only milling cutters.			
	30	Only for rifling and grooving work.			
	90	Others (excluding lathe tools of speed steel)	—	125	
266	82.10.00	Cutting edges for blades under 82.09	15	—	
267	82.11.31	Only safety razors.			
	82.12	Scissors and scissor blades.			
	82.13.10	Manicure and pedicure tools and sets.			
	32	Animal hair clippers.			
	20	Cutters for animal hair clippers	—	25	
268	82.13.20	Only cutters for hair clippers (for manufacturers of hair clippers only)	5	—	
269	83.01	Locks; only of types not manufactured locally due to material or mechanical peculiarities. (At the disposal of the Ministry of Industry)	—	1	
270	83.01.13	Combination locks for safes	—	1	
271	83.09.10 90	Products of base metals	5	5	
272	83.13 84.61	Special valves for aerosol bombs	25	—	
273	83.13	Only barrel plugs, flanges, name-tag rings	For manufacturers of 180-litre size and larger drums.		
	39.07	Plastic plugs and gaskets			
	32.12	Dope; synthetic latex base	30	—	
274	84.06.52 53 54	Diesel and semi-diesel engines of higher than 15 h.p. rating (excluding outboard marine motors)	—	250	
275	84.06	Gasoline and other internal combustion engines of 15 h.p. rating and smaller (excluding outboard motors)	—	50	
276	84.06	Gasoline and other internal combustion engines above 15 h.p. rating (excluding outboard motors)	—	40	

(Continued on next page)

TURKEY, *continued*

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000	dol'ars)	
277	84.06	Only cylinder blocks, crankcases, valve covers (excluding two-cylinder blocks up to 15 h.p.)	—	50	
278	84.07	Hydraulic wheels, turbines and other hydraulic engines.			
	84.08	Other engines and power generators	—	1	
279	84.10.11	Dispensing pumps with price indicators and bulk measuring systems.			
	50	Liquid elevators	—	25	
280	84.10.20 30	Motor pumps and turbo pumps (excluding centrifugal water pumps of single and multi-stages of up to 250 cu. m. (inclusive) capacity driven by diesel engines or other prime movers of up to 15 h.p. (inclusive) any and all deepwell pumps irrespective of prime movers; and inline pumps without base or pedestal) (submersible pumps included).			
	19.40	Liquid pumps (excluding deep-well pumps and centrifugal water pumps of single and multiple stages and of all kinds up to 250 cu.m. included) (submersible pumps included).			
	84.11	Air and vacuum pumps, motor-pumps, turbo-pumps, air and other gas compressors, motor-compressors and turbo-compressors, free piston generators, fans and the like (excluding manual operated air pumps for tyres; fans up to 50 cm. diameter, hermetically sealed compressors, and 7 atm pressure, 2·2-4·25m³ delivery compressors)	400	100	
281	84.11.21	Only gas compressors of over 10 h.p. rating (for the fabrication of industrial type refrigeration installations)	50	—	
282	74.07 74.08	Only copper tubes of up to 10 mm. diameter and fittings therefor	For manufacturers of central air-conditioning equipment.		
	76.03	Only aluminium tapes in rolls			
	84.61	Only solenoid and gas-control valves (excluding valves and expansion valves used on LPG bottles, LPG-burning furnaces, LPG bottles, city gas burners and cocks)	30	—	
	84.15.99	Only dryers			
	84.21.21	Compressors above 5 h.p. rating			
283	74.07 74.08	Only copper tubes of up to 10 mm. diameter and fittings therefor			
	76.03	Only aluminium tapes in rolls			
	84.61	Solenoid and gas-control valves (excluding LPG gas bottles, LPG stoves, valves and expansion valves used in LPG bottles, city gas stoves and cocks)	For manufacturers of window type unit air-conditioners. 10	—	
	84.15.99	Only dryers			
	84.11.21	Only 2-4 h.p. compressors			
284	84.12	Only air conditioners for vehicular use	—	1	
285	84.14.91	Only heating coils for bakery ovens	15	—	
286	84.15 84.11 84.17	Only hermetic compressors, thermostats, condensers, evaporators (expansion valves) for refrigerators, or refrigerator units comprising above parts (1-12 (inclusive) to 1-5 (inclusive) h.p. hermetically sealed compressors (cords and plugs) excluded)	—	25	
287	84.15	Only hermetic compressors, thermostats, condensers, evaporators (expansion valves), filters, humidity absorbers for refrigerators, or refrigeration units comprising above parts (1-12 (inclusive) to 1-5 (inclusive) h.p. hermetically sealed compressors (cords and plugs) excluded)	For commercial type refrigerator manufacturers. 100	—	
	84.11.21	Only gas compressors			
	84.17	Only condensers of commercial type refrigerators			
288	84.17	Only autoclaves, etuves, sterilizers, hot air chambers for medical use; laboratory machines.			
	84.18	Only motor-driven centrifuges for medical applications	—	40	
289	84.17.12	Only block sterilizers	—	50	
290	84.17.29	Fumigation plant, equipment and machinery. (At the disposal of the Ministry of Agriculture)	—	1	
291	84.18.10	Cream separators (those with capacities higher than 100 litres per hour). (At the disposal of the Ministry of Agriculture)	—	10	
292	84.18.91	Only cream balls (for cream separators)	10	—	
293	84.20.11 21	Only automatic dial scales. Only dial bascules	—	30	
294	84.20.91	Only inner works and mechanisms for automatic dial scales and weighing machines (excluding body, body base sheeting, platforms and bowls, platform carriers, jointed linkage, spider carrier, dial plate, weight remover levers, front and rear housing sheeting, springs, pins, clips, screws, legs, and bumper rubbers) (for manufacturers of automatic dial type weighing machines and balances only)	20	—	
295	84.21.11 12 13 91	Sprayers and dusters used in agricultural pesticide and germicide applications (excluding the liquid chemical sprayers; motorless, hand or back and chest carried manual pulverizers and dusters; stretcher type, motorless trolley pulverizers; dusters driven through the tractor tail shaft trolley type, power operated pulverizers and sprayer groups of smaller than 400 litre capacity). (At the disposal of the Ministry of Agriculture).	—	100	
296	84.21.24	Only special type of fire extinguishers used for transportation vehicles	—	5	
297	84.21.25 91	Only spray guns, parts therefor	—	10	
298	84.22	Machinery and equipment for lifting, elevating, unloading and transporting (excluding elevators, dumping gear or dump trucks up to 15-ton capacity, mechanical and hydraulic jacks of up to 50-ton capacity used on automotive vehicles, stationary and mobile tower winches; manual and power operated gantry bridges and belt type conveyors of up to 1 m. width)	—	1	
299	84.23	Only stationary and mobile machinery and equipment for earth digging, boring excavation, drilling, removal and grading and levelling	—	1	
300	84.22.30 90	Hydraulic straightening rams, floor jacks and hydraulic jacks used as tools on automotive vehicles (except hydraulic tool jacks up to 50-ton capacity)	—	20	
301	84.25	Harvesting and threshing machines for agricultural crops. (At the disposal of the Ministry of Agriculture)	—	1,500	AID(2)(x)
302	84.34	Only litho plates (for offset presses). (At the disposal of the Ministry of Industry).	10	—	
303	84.37.21	Only hand tricot machines. (At the disposal of the Ministry of Industry)	10	—	
304	84.40.91 92 99	Miscellaneous accessories and parts (excluding inner and outer vessels, tanks and design rollers)	100	10	
305	84.41.98	Other miscellaneous accessories and parts for industrial sewing machines (excluding machine body, table, wheel, treadle, hinges, thread spindle, pedestal and cabinet parts)	—	10	
306	84.41.91 to 97	Only main shaft, ball, housing, cock shaft cam, needle shaft, compressing leg shaft, compressing leg, needle holder, fork, regulator guides and arm (cover excluded), connecting arm, spoon, spoon activator, cam, fork, pinion spindle, complete shuttle gear, shuttle housing (except body) relay, crocheting attachment, crocheting parts (except arm), needle holder bushing gear, needle shaft connecting arm and socket, fork connector for household type sewing machines	—	5	
307	84.45	Machine tools for working of metal and metallic carbides (excluding standard shop lathes 1 to 2·5 m. centres and 18·24 cm. centre heights).			
	84.46.10	Machine tools for working optical glasses	—	25	
308	84.38 40.14.29	Slide, yoke and bumper belts of all materials, for textile machines. (At the disposal of the Ministry of Industry).	5	—	
309	84.49	Pneumatic or motor-powered hand tools and machines (excluding electric motor powered ones.)			
	85.05	Electro-mechanic and mechanical tools for manual operation (except pedestal type, electric bench drills)	—	25	
310	84.51.10	Typewriters, those with standard Turkish keyboard only (portables excluded)	—	25	
311	84.52.10	Calculators (excluding manual calculators).			
	84.53	Statistics and similar machines (computers), working with punched or perforated cards	—	70	
312	84.52.20 40 90	Only accounting machines, post-meters (postage mark stamping machines) and ticket printer-dispensers)	—	50	
313	84.54.11 12	Duplicating machines. Addressing machines	—	20	
314	84.54.21	Coin and bank-note sorting, counting and packaging machines	—	1	
315	84.54.22	Only manual crank pencil sharpeners	—	10	
316	84.61	Only valves for pressure gas tubes and acid, pressure reducer valves and thermostatic valves; com-			

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
		ponents and appurtenances for such; steam valves of above 10 atm. pressure service class; valves used as spares for machines; engines, etc. (excluding LPG tubes, LPG stoves, city gas stoves expansion valves and cocks for the latter)	200	10	
317	84.63	Steel shell copper alloy bearings whether or not coated with any substance (excluding those with copper alloy top layers to be used as bearings)	—	50	
318	85.01.30	Generating sets (up to and excluding 15 h.p.) (excluding those coupled with dieselengines)	—	50	
319	85.01.30	Generating units not coupled with prime movers (for producers of assembled generating sets)	30	↑—	
320	85.01.51 52 53	Electric motors up to 10 h.p. rating (excluding auxiliary winding, capacitor fitted asynchronous single phase motors up to 1 h.p., and standard 3-phase asynchronous motors)	150	—	
321	85.01.60	Electric motors of up to and including 15 h.p., norm (3-phase motors excluded)	75	10	
322	85.01.60	Electric motors, power rating higher than 15 h.p. (15 h.p. excluded)	—	15	
323	85.01.81	Only inductance and reactance coils used in radio sets, and other inductance and reactance coils without iron core, weighing not more than 300 gr.	—	25	
324	85.01.91	Accessories and parts (excluding body and chassis, reactance and inductance coils, windings and brushes) (for the manufacture of rectifiers)	25	—	
325	85.03.10	Only mercury dry cells for hearing aids	—	5	
326	85.04	Storage batteries (electric). (At the disposal of the Ministry of Industry)	500	400	
327	85.04.20	Only alkaline storage batteries (excluding lead plate batteries)	—	5	
328	85.04.91	Only stationary type battery plates, of thicknesses 5 mm. and over.			
	99	Only other parts and accessories for alkali type storage batteries (excluding those for lead plate batteries and those liberated for import)	—	5	
329	85.06.91	Spare parts for electro-mechanical household appliances (excluding bodies, covers, skids, pedestals and motors, fan and vacuum cleaner parts)	—	5	
330	85.09	Electric lighting, illuminating and signalling devices for bicycles and the like and automotive vehicles; windshield wipers, defrosters	—	30	
331	85.11.11 12	Electric furnaces for laboratory and industrial use	—	1	
332	85.11.13 14	Electrical soldering and cutting tools and electrical machines and equipment fitted with power generators for welding, soldering and cutting operations (excluding welding transformers) (including seam welding transformer machines)	20	10	
333	85.13	Teleprinters, telephone switchboards of more than 140 extensions	—	1	
334	85.14.11	Microphones for telephone sets.			
	19	Other microphones.			
	20	Loudspeakers	—	10	
335	85.15.91 85.19.19	Only telescopic antennae, band selectors; vibrators for automobile radios and ferrite bars	—	15	
336	85.17	Only fire and safety alarm devices	—	5	
337	85.18.11	Electrical condensers, dry fixed.			
	12	Electrical condensers, oil impregnated, fixed.			
	13	Electrical condensers, oil immersed, fixed.			
	14	Electrical condensers, electrolytic, fixed.			
	21	Electrical condensers, variable.			
	22	Electrical condensers, adjustable.			
	91	Parts and accessories	400	100	
338	85.19.14	Only weak current relays for switchboards	—	3	
339	85.19	Only fuses for higher than 6,300V service tension and cartridges for same; remote controlled switches, thermal and magnetic switches, thermal-magnetic switches, lightning arrestors and Star/Delta switches above 35A ratings	—	50	
340	85.19.19	Only automatic switches	For control and distribution panel manufacturers.		
	85.26	Insulating fittings for electrical machines, used for electrical connections and containing no metallic parts			
	90.26.10	Only kilowatt hour meters; 3-phase	75	—	
341	85.19.91	Only parts of push buttons and bronze socket hoods (excluding external protective bodies and covers) (for the manufacturers of push buttons)	10	—	
342	85.19.11 91	Only fluorescent starter tubes (for starter manufacturers)	10	—	

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
343	85.20	Only illumination bulbs of over 1,600 W, fluorescent illumination tubes (excluding straight cylindrical of 20-45 mm. diameter and 35 to 175 cm. length			
		Electric arc lamps	—	10	
344	85.20	Medical surgical, dental and veterinary bulbs and tubes, light bulbs for Thermofax and photocopy machines (excluding mercury vapour tubes and bulbs of up to and including 1,000W)	20	10	
345	85.20.29	Glow tubes for hot line testers (for line tester manufacturers)	1	—	
346	85.22.90	Clockwork washing and cleaning units	—	5	
347	85.22.90	Only electrical detonators for blasting explosives	—	5	
348	85.23	Only underground and underwater cables, up to 15kV, lead sheathed, paper tape insulated (Type KKBA). (At the disposal of the Ministry of Industry)	5	—	
349	85.23	Metallic, plastic, rubber, etc., sheathed underground and underwater cables (excluding low tension, up to 15kV, underground cables thermoplastic insulated and paper insulated lead sheathed types (Type NKBA) and underground telephone cables with 40 or less conductors)	20	50	
350	85.23	Round section, enamelled wires of less than 0·10 mm. or larger than and including 3 mm. and rectangular section enamelled wires of over and including 10 sq. mm.	15	5	
351	85.25.11	Only high-tension insulators of types internationally classified as chain insulators	—	5	
352	85.25 26	Only porcelain insulators for spark plug manufacture	30	—	
353	85.26	Insulating fittings for electrical machines, used for electrical connections and containing no metallic parts (excluding fittings and parts for the machinery excluded, from imports under 85.19.19)	25	10	
354	87.01.11	Tractors; two-wheel. up to and including 5 h.p.			
	12	Tractors; two-wheel, over 5 h.p.			
	21	Tractors; more than two wheels, up to and including 10 h.p.	At the disposal of the Ministry of Agriculture.		
	22	Tractors; more than two wheels, 11-24 h.p. inclusive	—	750	AID(2)(x)
	23	Tractors; crawler, up to 25 h.p.			
	33	Tractors; crawler, 56-80 h.p.			
	34	Tractors; crawler, over 80 h.p.			
	49	Other tractors.			
355	87.14.91	Single and tandem axles, 5th wheels, 5th wheel couplers and automatic traction hooks for over 10-ton capacity industrial trailers and semi-trailers	For manufacturers of refrigerated vans, industrial trailers and semi-trailers.		
			50	—	
356	87.02.21 23	Dump bodies and dump trucks and ordinary trucks of 15-ton and larger payload capacity (to be imported by legally authorized representatives of manufacturers only). (At the disposal of the Ministry of Industry)	—	1	
357	87.02.21 22 87.04.30 90	Trucks. pick-up trucks and their motorized chassis (excluding metallic and wooden beds) (to be imported by legally authorized representatives of manufacturers) (panel trucks excluded). (To be used through the decision of the Council of Ministers)	—	1	
358	87.06	Only doors, fenders and safety belts	—	20	
359	87.06	Only spring shackles and fittings therefor, parking brake drums, gas tanks, automotive and tractor wheel drums	—	100	
360	87.07.10 20	Motor-power platform trucks and similar equipment for handling goods, stacking and similar operations at factories, warehouses, etc. (irrespective of the kind of prime mover), tractors of the type used on rails (complete or incomplete)	—	1	
361	87.12	Parts, components and accessories for vehicles under 87.09, 87.10 and 87.11 (excluding frames and handlebars, saddles, luggage racks, fenders, handle grips, tools and tool bags, rear forks, and the front forks of bicycles)	—	20	
362	87.02.21 87.14	Only refrigerated trucks and trailers. (At the disposal of the Ministry of Commerce)	—	1,500	
363	88.02.10 23	Only agricultural sprayer airplanes, motorless fuselages and helicopters. (At the disposal of the Ministry of Agriculture)	—	250	
364	90.01 90.02	All types of prisms, lenses, reflectors and other optical articles (excluding hand mirrors, optical mirrors, concave mirrors and objectives and oculars for microscopes)	—	10	

(Continued on next page)

TURKEY, *continued*

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
365	90.03.91	Only metallic spectacle frame parts	—	5	
366	90.07.20	Photography apparatus	—	5	
367	90.07.10 91	Only equipment for microfilming, and parts therefor.			
	90.09.20 92	Only microfilm reading and enlarging equipment and parts therefor	—	10	
368	90.08.10 20	Cinema equipment up to but excluding 16 mm. and sound or silent projectors.			
	90.09.10 20	Still (slide) projectors, photographic enlargers and reducers	—	15	
369	90.08.10 20	Cinema equipment 16 mm. only, and silent or sound projectors	—	20	
370	90.08.10 10	Cinema equipment of 35 mm. or larger, and silent or sound projectors	—	25	
371	90.13.10	Projectors.			
	90	Other optical instruments and apparatus	—	15	
372	90.16.10	Designing and drafting instruments (metallic bubble levels, tri-squares and rulers inclusive) (excluding tailors' and shoe-makers' tape measures, drafting desks, bubble levels, rulers, tri-squares, scale rulers, treble scales, Tees, protractors, curves, pantographs, and students' compasses of the type not sold in special boxes and not containing ink ruling pins)	—	5	
373	90.18	Only masks used in agricultural pesticide applications	—	5	
374	90.19.20	Only false teeth of plastic base	—	2	
375	90.26.10	Only kilowatt-hour meters, 3-phase	—	20	
376	90.28.90	Fish locating equipment and depth rangers (echo sounders only) (for aquatic producers only). (At the disposal of the Ministry of Commerce)	—	1	
377	91.01	Pocket watches, wrist watches and the like	—	50	
378	91.07	Movements for pocket and wrist watches.			
	91.08	Movements (complete) for other clocks	—	10	
379	91.02.10 91.04.10	Alarm clocks of all descriptions	—	5	
380	91.05.10 20	Time-printer clocks for workmen's checking-in and check-out, recorders	—	5	
381	91.06	Time-switches with clock or watch movement or with synchronous motors (excluding hallway and staircase automatic light switches).			
	91.09.91	Only spring-loaded pegs for wrist bands, watch-hooks for pocket watches	—	10	
382	92.01.10	Pianos.			
	90	Harpsichords and other string instruments with keyboard.			
	92.02.10	Only guitars.			
	90	Other string musical instruments (excluding mandolines).			
	92.03	Pipe organs, harmoniums and other keyboard and reed instruments.			
	92.04.10	Accordions.			
	20	Concertinas.			
	30	Mouth organs.			
	92.05.10	Trumpets, trombones.			
	20	Saxophones.			
	90	Other wind musical instruments.			
	92.06.90	Percussion musical instruments (excluding tambourins, drums).			
	92.07	Electro-magnetic, electrostatic and electronic and similar musical instruments	—	10	
383	92.12.40	Only classical music records. (At the disposal of the Ministry of Education)	—	5	
384	92.12.20	Sound recording tapes in spools	—	5	
385	92.12.90	Spool type magnetic tapes for electronic computing and statistics machines used for recording information	—	10	
386	92.13	Sundry parts, components and accessories for instruments under 92.11 (excluding body plate disc, box and frame)	—	5	
387	94.02.10 20	Only dentists' chairs and operating tables with reclining, rotating and elevating movements.	—	15	
388	96.02.21	Artists' brushes of all descriptions	—	3	
389	97.03.10	Only miniature motors, for toys	2	—	
390	98.01.20	Only snap fasteners	—	5	
391	98.02.91	Only zipper slides and stops	25	—	
392	98.03.10 20	Only mechanical pencils	—	3	
393	98.03.91	Only all types of spare parts and accessories for fountain pens (excluding body and cap) (for fountain pen manufacture)	15	5	
394	98.03.91	Ball point parts and accessories (for ball point pen manufacture)	10	—	
395	98.05.10	Pencils.			
	20	Pencil leads.			
	40	Only drawing chalks (excluding tailors' pattern stones)	—	5	
396	98.05.30	Pastel crayons for art and education	—	3	
397	98.07.10	Only manual numbering machines	—	1	
398	98.09.20	Others	—	1	
399	98.15.10	Only steel vacuum flasks	—	5	
		ASSEMBLY INDUSTRIES QUOTAS (xx)			
400	Miscellan.	Articles required in connection with production and assembly of tractors	4,250	—	AID(2)(x)
401	"	Only articles required in connection with truck, pick-up and minibus, field car, and 5th wheel fitted truck-tractor assembly (excluding metallic and wooden boxes) (for makes and types licensed for production in accordance with chapter III, Art. 1 of the Assembly Industries Regulations)	3,500	—	AID(2)
402	"	Only motorized bus chassis and articles required for bus body assembly	500	—	AID(2)
403	"	Articles for automobile assembly. (At the disposal of the Ministry of Industry)	500	—	AID(2)(x)
404	"	Articles required for refrigerator production	500	—	
405	"	Materials for radio production	500	—	
406	"	Materials for electric shaver production	10	—	
407	"	Materials for record player production	25	—	
408	"	Materials for tape recorder production	20	—	
409	"	Materials for elevator and escalator production	150	—	AID (2)
410	"	Materials for vacuum cleaner production	60	—	AID (2)
411	"	Materials for automatic telephone switchboard production	100	—	
412	"	Only materials for typewriter and calculator production	50	—	
413	"	Only materials for bus chassis manufacture (only for makes and types to be permitted by the Ministry of Industry)	300	—	
		MANUFACTURING INDUSTRIES QUOTAS			
414	Miscellan.	Necessary import materials for tyre manufacturers	700	—	AID (2)
415	"	Materials for electronic equipment manufacture	40	—	
416	"	Materials for liquid fuel burner manufacture	300	—	
417	"	Materials for LPG burner and radiant manufacture	20	—	
418	"	Materials for dry-cell manufacture	600	—	
419	"	Materials for LPG tube, valves, expansion valves and cocks manufacture	75	—	
420	"	Materials for power and distribution transformer manufacture	175	—	
421	"	Materials for home type sewing machine manufacture	200	—	
422	"	Materials for industrial sewing machines.	100	—	
423	"	Materials for washing machine manufacture	200	—	
424	"	Necessary import materials for vegetable oil manufacturers equipped with hydrogenation facilities	150	—	
425	"	Materials for machine lathe manufacture. (At the disposal of the Ministry of Industry)	150	—	
426	"	Materials for air compressor manufacture. (At the disposal of the Ministry of Industry)	100	—	
427	"	Materials for textile looms manufacture. (At the disposal of the Ministry of Industry)	300	—	
428	"	Only materials for bus body manufacture. (At the disposal of the Ministry of Industry)	25	—	
429	"	Materials for printing ink manufacture	75	—	
430	"	HT switchgear and facilities manufacture	125	—	
431	"	Materials for power-meter manufacture. (At the disposal of the Ministry of Industry)	120	—	
432	"	Materials for motor powered agricultural pulverizer manufacture. (At the disposal of the Ministry of Industry).	200	—	
433	"	Materials for manufacture of machinery for olive oil product. (At the disposal of the Ministry of Industry)	25	—	
434	"	Materials for manufacture of industrial furnaces (ovens). (At the disposal of the Ministry of Industry).	30	—	
435	"	Materials for electric motor manufacture	200	—	
436	"	Materials required for manufacture of thermoplastic insulated conductors	800	—	
437	"	Materials for loudspeaker manufacture	40	—	
438	"	Materials required for manufacturing motor cycles and three-wheel transport vehicles	200	—	
439	"	Materials required for manufacturing bicycles	150	—	
440	"	Materials required for manufacturing paints	1,000	—	
441	"	Materials required for manufacturing cooling units of refrigerators. (At the disposal of the Ministry of Industry)	300	—	

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
442	"	Materials required for manufacture of water tubes and flame tubes, high pressure steam boilers and LPG tanks larger than 8 m³ (At the disposal of the Ministry of Industry)	200	—	
443	"	Materials required by manufacturers of electric light bulbs	175	—	
444	"	Commodities required for manufacturing leathers	175	—	
445	"	Commodities required for manufacturing brake and clutch linings	125	—	AID (2)
446	"	Commodities required for manufacture of harvester-threshers. (At the disposal of the Ministry of Industry)	420	—	
447	"	Imported ingredients for preparation of soft drink concentrates. (At the disposal of the Ministry of Industry)	40	—	
448	"	Import materials for oil, fuel and air filters and cartridges. (At the disposal of the Ministry of Industry)	50	—	
OTHER QUOTAS FALLING WITHIN MISCELLANEOUS TARIFF HEADINGS					
449	Miscellan.	Emergency requirement commodities for medicine factories and laboratories. (At the disposal of the Ministry of Health)	200	—	AID(7)(x)
450	"	Emergency requirements of private enterprise industries. (At the disposal of the Union of Chambers)	700	—	AID(7)(x)
451	"	Emergency requirements of State enterprises. (At the disposal of the Ministry of Industry)	1,450	—	AID(7)(x)
452	"	For State enterprise investments machinery and equipment) (xx). (Subject to Ministry of Industry certification in respect to compliance with programme projects). (At the disposal of the Ministry of Finance)	20,000	—	AID (2)
453	"	Private enterprise investments (plant and equipment) (xx). 12 million dollar portion for use on projects above $2,000,000; cost value subject to consultation with Article 33 of Decree No. 6/9138 regarding application and implementation of 1968 Programme. (At the disposal of the Union of Chambers)	20,000	—	AID(2)(x)
454	"	Stabilizing and reserve funds (xx). (At the disposal of the Ministry of Commerce)	—	2,000	AID(2)(x)
455	"	Against the State Supply Office requirements and those of other Ministries and Governmental Departments. (At the disposal of the Ministry of Finance)	—	2,100	AID(2)(x)
456	"	Materials included under current import lists – for requirements of artisans and small trades (x). (At the disposal of the Ministry of Industry)	500	—	
457	"	For requirements of producers of aquatic products. (At the disposal of the Ministry of Commerce)	—	150	
458	"	For procurement of ships (xx). (At the disposal of the Ship Coordination Board)	—	2,000	
459	"	For materials required for shipbuilding and repairing (xx). (At the disposal of the Ship Coordination Board)	3,000	—	
460	"	For sports goods requirements. (At the disposal of the General Directorate of Physical Training).	—	50	
461	"	Surplus goods importation (x). (At the disposal of the Ministry of Commerce)	—	1	
462	"	Materials for emergency requirements of the Agricultural sector. (At the disposal of the Ministry of Agriculture)	—	600	
463	"	Materials for emergency requirements of the communications sector (including TCDD-State Railways emergency requirements (At the disposal of the Ministry of Communications)	1,600	—	
464	"	For goods required for touristic purposes and for touristic facilities. (At the disposal of the Ministry of Tourism and Information)	200	—	
465	"	For emergency requirements of the State sector, for petroleum exploration, drilling and refinery and distribution operations, power and mining and petrochemicals industry operations and enterprises. (At the disposal of the Ministry of Power and Natural Resources)	2,000	—	
466	"	For emergency requirements of Private Sector Mining concerns (to be distributed in accordance with procedures and principles to be determined by Ministries of Commerce, Finance, Industry, and of Power and Natural Resources). (At the disposal of the Ministry of Power and Natural Resources)	250	—	
467	"	For plant and machinery requirements of contractors, in connection with Official Sector Contractual works. (At the disposal of the Ministry of Public Works)	2,500	—	AID (2)(x)
468	"	For importation of special apparatus implements and conveyances for invalids. (At the disposal of Red Crescent)	—	20	
469	"	Medicines and chemicals not included under existing Import Lists. (At the disposal of the Ministry of Health)	—	45	
470	"	For the Izmir International Fair (x). (At the disposal of the Ministry of Commerce)	—	10,000	
471	"	For investment requirements by Turkish workers abroad. (At the disposal of the Ministry of Finance)	250	—	
472	"	For prototype requirements of electronics industry.	25	—	
473	"	For engine manufacture and associated investments. (At the disposal of the Ministry of Industry)	1,000	—	
474	"	For materials for use in producing construction equipment (except those with wheels and crawler sets). (At the disposal of the Ministry of Industry)	150	—	

(x) Amount indicated against this quota is annual, and balances outstanding from Quota XX, shall be available under Quota XXI.

(xx) Amount indicated against this quota is for the six-month period; and the unused balances therefrom shall be used within the cycle of XXIst Quota.

Notes:

(1) If no statistical numbers are indicated against the Tariff headings included in this list, all the statistical numbers indicated in the 'Customs entry Tariff Schedules' for the said heading shall be deemed to be included.

(2) Unless specifically annotated with restrictive provisons such as 'only' or 'excluded' all commodity descriptions in this list shall be inclusive of any and all articles enumerated under the respective item numbers in the 'Customs Entry Tariff Schedules'.

(3) For imports to be made against quotas marked 'miscellaneous' the goods need not be included in the import lists. However, goods included in the liberalization lists may not be imported against these quotas. Provisions and stipulations regarding changes in commodities are reserved.

AID allocations:

AID (1). Wholly AID.

AID (2). Partly AID.

AID (3). Partly AID. 20 denier (inclusive) and finer gauges, polyester and polypropylenes shall be paid for from Turkish free foreign currency resources.

AID (4). Wholly AID. 20 denier (inclusive) and finer gauges, polyester, acrylic, polypropylene and polyvinyl base ('Rhovyl' and 'Movil' types) and ultrapan cords shall be paid for from Turkish free foreign currency resources.

AID (5). Wholly AID. Those of 20 deniers or less and those of a polyester, polypropylene and polyvinyl base ('Rhovil' and 'Movil' types) shall be paid for from Turkish free foreign currency resources.

AID (6). Wholly AID. Those of a polyester and polypropylene base shall be paid for from Turkish free foreign currency resources.

AID (7). Partly AID. Applications for up to $5,000 shall be paid for from Turkish free foreign currency resources.

NIGERIA

Import restrictions

IN A NOTICE published in the *Board of Trade Journal* of February 2 (page 350) details were given of Legal Notice No. 9 of 1968 showing items which have been added to the Second Schedule of the Open General Import Licence (All Countries) No. 1 of 1964, with effect from January 17, 1968.

Details have now been released giving information concerning the processing of import licence applications in respect of the above mentioned items (see *Board of Trade Journal* of December 1, 1967, page 1431, The Processing of Import Licence Application for 1968), the closing date in this instance being not later than February 28, 1968. Late applications will not be considered.

Seperate application should be made in respect of each item and should indicate clearly the Country of Origin for the item to be imported.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

(*NIGERIA, continued on next page*)

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

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Associate in Libya: BANK OF NORTH AFRICA, Benghazi and Tripoli.

NIGERIA, *continued*

Import licensing regulations

LEGAL NOTICE Nos. 10 and 11 of 1968 published in the Federal Republic of Nigeria Official Gazette of January 18 announce that, with effect from January 17, schedules to the Open General Licence (Netherlands) No. 2 of 1964 and Open General Licence (Dollar Area) No. 4 of 1959 have been amended.

The amendment in each case adds to the Schedule of Goods excepted from Open General Licence:

	Import List Group	Item
Wood and plywood – Semi-worked	631	10, 20, 40, 80
	632	10
Exercise books	642	30
Footwear with uppers of leather and soles	851	01, 02, 03, 04, 05
Developed cinematograph films	863	00
Paper board labels	892	91
Unissued postage and similar stamps, banknotes and similar documents of title	892	93
Children's toys, indoor games, etc.	894	20
Fountain pens – especially ballpoint pens	895	21
Imitation jewellery	897	20
Passenger cars	732	11, 12, 13, 14, 15, 16
Radio, and radiogram, TV, tape recorders, gramophones	724	21, 22, 29, 94
Apparel (a) Men's and boys' outer garments	841	11, 12, 44
(b) Women's and girls' outer garments		
Textile piece-goods	652	23-29
	653	All
	654	All
	655	10, 40
Stockfish	031	21
Cereal flour and starch for food	048	80
Food preparations	099	00
Carpets and rugs	657	90
Porcelain and chain household ware	666	40
Sugar confectionery (excluding chocolates)	062	00
Tomato puree	053	31
Common and toilet soap	554	11
Packing containers of paper	642	11
Envelopes	642	20
Chairs	821	01
Furniture (domestic and office)	821	09
Beer	112	39
Cigarettes	122	20
Rice	042	00
Vegetables, roots and tuber	054	All
Edible nuts	951	70
Pastry biscuits and cakes	048	42
Handbags, wallets, purses, pocket-books, and similar articles of all materials	831	02
Wines and spirits	112	11, 12, 13, 41, 43, 44, 45, 46, 49
Socks	841	26
Tarpaulins	656	20
Beads	899	10
Flasks	899	97
Houseware of other ceramic materials other than china	665	20
Domestic utensils: (a) of aluminium	697	23, 29
(b) Other metal other than enamel and aluminium	632	70
Domestic refrigerators	725	01
Domestic washing machines	725	02
Domestic air-conditioning machinery	725	06
Electric hair driers	725	05
Shirts	841	13
Pleasure boats	735	32, 39

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

MALAWI

Customs tariff changes

TELEGRAPHIC INFORMATION has been received of the following Customs Tariff changes announced in the Malawi Budget Speech on January 26, 1968:

With effect from February 12, 1968, customs duties on goods imported into Malawi will be assessed on a landing cost basis (c.i.f.) instead of f.o.b. as hitherto, except duties based on weight or volume.

From the same date, customs duty on imported whisky, gin and brandy will be increased by 1s. per bottle (£9 12s. per imperial proof gallon).

The piece-goods specified revenue rate will also be increased by one penny per square yard in addition to changes in *ad valorem* duties due to changes in methods of valuation.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468),

SIERRA LEONE

Restricted imports

PUBLIC NOTICE No. 126 of 1967, (The Customs (Imports and Exports) (Amendment) Order, 1967) published in the Sierra Leone *Official Gazette* of December 30, amends with effect from December 18, Part II of the First Schedule to the Customs (Imports and Exports) Order by the addition of the following item:

Part II

Goods the Importation of Which is Restricted

Goods the importation of which is generally prohibited	Specific exemptions
13. Ammonia Formaldehyde Hydrochloric acid Nitric acid Phenole Sodium Hydroxide (Caustic Soda) Sulphuric acid	Except under and subject to any conditions expressed in a licence issued by the Secretary, Department of Trade, Industry and Agriculture.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

UGANDA

Imports of private cars

TELEGRAPHIC INFORMATION has been received from Kampala that motor vehicle distributors have been informed by the Uganda Government that imports of private cars will be controlled by quota during 1968.

Distributors will be restricted to 80 per cent of the number of units imported in 1966, but special consideration will be given to those who took on new agencies during 1967.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

PAKISTAN

Import licensing policy January—June 1968

AN ADVANCE notice concerning Pakistan's import policy for the six months January-June 1968 was published in the *Board of Trade Journal* on February 2 (page 352). The official *Gazette* of Pakistan has now been received and it sets out the policy in detail.

Any inquiries regarding the Import Policy should be addressed to Export Services Branch, Board of Trade, Room E05, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455).

SINGAPORE

Economic Expansion Incentives (Relief from Income Tax) Act, 1967

THE SINGAPORE GOVERNMENT has passed the Economic Expansion Incentives (Relief from Income Tax) Act, 1967 (No. 36 of 1967). This Act incorporates with amendments the provisions of the Pioneer Industries (Relief from Income Tax) Ordinance, 1959, and introduces new investment and export incentives. The new measures were announced in the Singapore Budget Statement of December 5, 1966, and have been made retrospective to January 1, 1967.

The basic objectives of the Act are (1) to accelerate the growth of new industrial enterprises especially export-oriented industries including deep-sea fishery; (2) to promote expansion and modernization of existing industries; (3) to achieve a rapid increase in exports and diversification of export markets; and (4) to encourage the inflow of capital and technical resources.

The major investment and export incentives in the Act are summarized as follows:

(1) Tax exemption for Pioneer Industries

Pioneer status is granted to industries which manufacture commodities that are not yet produced in Singapore or not produced in sufficient quantities to meet local requirements, or are produced primarily for export.

The Act incorporates in substantially similar form, the existing provisions of exempting pioneer industries from company tax up to five years (from the date they start commercial production) depending on the size of their capital investment. Firms with investment in fixed assets of more than S$1 million receive the full five-year tax exemption. Further, dividends received by shareholders of pioneer firms are exempted from income tax.

(2) Incentives for expansion and modernization

Firms which expand and modernize through the increase of investment in productive equipment will be allowed to deduct for tax purposes the increase in income resulting from such expansion.

Such deduction will be given for three to five years, depending on the amount of new investment.

(Firms which do not qualify for this new incentive for plant expansion can avail themselves of the acceleration depreciation provision in the Income Tax Ordinance. Under this ordinance the rate of depreciation on approved equipment may be accelerated up to 100 per cent, thus allowing write-offs within as short a period as one year.)

(3) Incentives for exports and market diversification

Profit earned from export of approved products will be granted 90 per cent tax exemption for at least 15 years, provided that the value of the export of such products is not less than 20 per cent (applicable to first year only) of the total sales of the company and not less than S$100,000 p.a. In other words, export profit will be taxed at the concessional rate of 4 per cent instead of the normal 40 per cent tax.

Where an existing firm already has an established market in certain countries, the concessionary rate of tax will apply only to the increase of exports over a base figure.

It is the intention of the Singapore Government to approve all products, including the produce of deep-sea fisheries, as export products except for a limited number, including oil products now being refined, entrepôt trade rubber and such like items.

(4) Tax exemption on interest on foreign loans

Interest paid to overseas enterprises or individuals on approved loans of not less than S$200,000 advanced to Singapore enterprises for the purchase of capital equipment will be exempted from tax.

(5) Tax concessions on royalties, licensing fees and research and development costs

Royalties, licences and technical assistance fees and contributions to research and development costs paid to overseas individuals or corporations will be taxed at a concessionary rate of 20 per cent instead of the normal 40 per cent. In certain cases the Government may grant complete tax exemption on such fees and contributions.

The new Act repeals the Pioneer Industries (Relief from Income Tax) Ordinance, 1959, and the Industrial Expansion (Relief from Income Tax) Ordinance, 1959.

Inquiries about this legislation may be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 6197/5/G.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page 409 of this issue.)*

Abel Tasman

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MALAYSIA

Changes in customs tariff announced in the January budget

MALAYSIAN GOVERNMENT *Gazette* dated January 18, 1968, publishes the various changes in duties announced by the Minister of Finance in his Budget speech of January 18, 1968.

The most important change is an increase from 5 per cent to 35 per cent in the import duty of completely-built-up passenger cars, new and used, and from 5 per cent to 20 per cent on completely-built-up buses and goods vehicles, new and used, in West Malaysia.

Import duties on poultry, eggs, fresh and preserved fruit, monosodium glutamate, cement, jewellery and gold bullion have been extended to Penang, and further harmonization of duties on 156 items between West and East Malaysia has been carried out. The main items include cement, tooth paste and powder, wireless receiving sets, electrical appliances, musical instruments, gramophones, tape recorders, pianos, cocoa, edible birds nests, veneer sheets and plywood and clocks.

Excise duties have also been introduced on a number of items including soap and dental paste and powder, foam rubber products, monosodium glutamate, tyres, paints and varnishes and cement.

Inquiries about these changes may be made to Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471, 472 or 473.

Customs Act, 1967

WHEN MALAYSIA was formed, separate laws relating to customs existed in the States of Malaya, Sabah and Sarawak. These have now been consolidated in the form of the **Customs Act, 1967 (Act 62 of 1967).** Changes are relatively minor and were designed to meet administrative difficulties. They do not affect the basic principles embodied in the separate laws hitherto in force.

The new Act repeals the Customs Ordinance, 1952, of the States of Malaya, the Customs Ordinance of Sabah and the Customs Ordinance of Sarawak. It does not, unless the contrary intention appears in the Act, repeal licences, permits, appointments, rules and regulations issued under these Ordinances which will continue until revoked or replaced under the new Act.

NEW ZEALAND

New Zealand—Australia Free Trade Agreement

IN ACCORDANCE with the intention to take the necessary action expressed in an exchange of letters between the Governments of Australia and New Zealand in association with the New Zealand-Australia Free Trade Agreement, the New Zealand Minister of Overseas Trade has requested the Tariff and Development Board to consider and to report to him on the question of elimination of the margins by which the rates of duty at present applicable to certain goods imported into New Zealand from Australia exceed those applicable to goods in the same tariff item imported from other countries.

The action which may be taken need not necessarily be confined to a reduction of the rates applicable to the Australian goods concerned but may involve rates applicable to goods imported from other countries.

It is the intention of the Board to consider blocks of items from time to time and to give public notice thereof. The Board intends to consider initially the items listed in the schedule printed below.

If no representations are received to the contrary in respect of the items listed in the schedule the Board proposes to recommend that the rates on such Australian goods be reduced to the level of the present British Preferential Tariff rates. Where the margin exceeds 5 per cent *ad valorem* this will not necessarily be eliminated in one stage but may be phased out over a period.

Interested parties should note that regarding the items listed in

e schedule, the Board's considerations are not related to the clusion or otherwise of such items in Schedule A of the New aland-Australia Free Trade Agreement. The annual reviews in is respect are subject to separate notification and consideration the Board.

Any persons or firms desiring to make representations regarding y item or items should send their representations (10 copies of a pewritten statement respecting each item) to the Secretary, Tariff nd Development Board, PO Box 5070, Wellington, New Zealand, ot later than April 1, 1968.

Any British trade association or firm proposing to submit vidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of heir intention.

SCHEDULE

Tariff Item No.	Description	Present Rates	
		British Preferential	Australia
7.01.39	Vegetables, fresh or chilled: Other	25%	30%
7.02.03	Vegetables (whether or not cooked), preserved by freezing: Raw: Other	25%	30%
8.07.03	Stone fruit, fresh: Whole: Cherries (per 100 lb.)	$1·66	$2·50
2.04.00	Sugar beet, whole or sliced, fresh, dried or powdered; sugar cane	25%	30%
2.06.01	Hop cones (per 100 lb.)	$5·00	$7·50
1.04.02	Sauces; mixed condiments and mixed seasonings: Soy and catsup: In other containers	20%	30%
1.04.09	Other	20%	30%
1.07.02	Dog biscuits and similar biscuits	20%	25%
3.13.01	Carbon dioxide (per cw.)	93c	$1·40
2.13.19	Printing ink; Other	22½%	27½%
2.13.21	Other inks: Stencilling and similar inks	15%	25%
8.19.26	Stencil correcting varnish put up in packings for sale by retail	Free	10%
	Travel goods (for example, trunks, suit-cases, hat-boxes, travelling-bags, rucksacks), shopping-bags, handbags, etc., of leather or of composition leather, of vulcanized fibre, of artificial plastic sheeting, of paperboard or of textile fabric:		
2.02.01	Trunks, suit-cases, hat-boxes	30%	40%
2.02.02	Handbags, purses	30%	40%
2.02.09	Other	30%	40%
3.03.04	Articles of furskin: Handbags, purses and similar articles	30%	40%
4.11.01	Drawn wood	27½%	32½%
4.19.00	Wooden beadings and mouldings, including moulded skirting and other moulded boards	30%	40%
	Complete wooden packing cases, boxes, crates, drums and similar packings imported assembled, unassembled or partly assembled:		
4.21.09	Other	27½%	32½%
4.28.05	Other articles of wood: Rollers for spring blinds	Free	10%
9.05.01	Nets and netting made of twine, cordage or rope, etc.: Net shopping and similar carrying bags	30%	40%
9.15.01	Textile hosepiping and similar tubing, with or without lining, etc.: With couplings or other fittings attached	25%	35%
0.05.36	Outer garments and other articles, knitted or crocheted, not elastic nor rubberized: Shopping and other bags		
	Glass fibre (including wool), yarns, fabrics, and articles made therefrom:		
	Fabrics in the piece:		
	Other:		
0.20.25	Other kinds: Knitted or crocheted fabrics, not elastic nor rubberized	Free	10%
	Spring and leaves for springs, of iron or steel:		
3.35.01	Coil, volute and spiral springs: Upholsterers' spiral springs	20%	30%
	Stoves (including stoves with subsidiary boilers for central heating), ranges, cookers, grates, fires and other space heaters, gas-rings, plate warmers with burners, wash boilers with grates or other heating elements, and similar equipment, of a kind used for domestic purposes, not electrically operated, and parts thereof, of iron or steel:		
	Cooking stoves, ranges and parts thereof, for burning:		
3.36.01	Gas fuel	27½%	35%
3.36.02	Liquid fuel	27½%	35%
3.36.03	Solid fuel	27½%	35%
	Other stoves, space heaters and parts thereof, for burning:		
3.36.04	Gas fuel	27½%	35%
3.36.05	Liquid fuel	32½%	40%
3.36.06	Solid fuel	32½%	40%
	Other kinds and parts thereof, for burning:		
3.36.07	Gas fuel	27½%	35%
3.36.09	Other fuel	32½%	40%
4.09.00	Reservoirs, tanks, vats and similar containers, for any material, of copper, of a capacity exceeding 300 litres, whether or not lined or heat-insulated but not fitted with mechanical or thermal equipment	25%	35%

(Continued on next page)

AUSTRALIA

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Tariff Item No.	Description	Present Rates	
		British Preferential	Australia
	Cooking and heating apparatus of a kind used for domestic purposes, not electrically operated, and parts thereof, of copper:		
74.17.01	For burning gas fuel	27½%	35%
74.17.02	Parts thereof	27½%	35%
74.17.03	For burning other fuel	32½%	40%
74.17.09	Parts thereof	32½%	40%
75.06.00	Other articles of nickel	25%	35%
	Casks, drums, cans, boxes and similar containers (including rigid and collapsible tubular containers), of aluminium, of a description commonly used for conveyance or packing of goods:		
76.10.09	Other	25%	35%
	Articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of aluminium:		
76.15.02	Gas cooking and heating apparatus and parts thereof	27½%	35%
79.05.00	Gutters, roof capping, skylight frames, and other fabricated building components, of zinc	25%	35%
	Base metal fittings and mountings of a kind suitable for furniture, doors, etc.:		
83.02.09	Fittings for spring blind rollers	Free	10%
	Internal combustion piston engines:		
	Other engines:		
	Marine outboard engines:		
84.06.21	As may be determined by the Minister	25%	35%
	Refrigerators and refrigerating equipment (electrical and other):		
84.15.11	Refrigerators, domestic, non-electrical	32½%	35%
	Parts:		
84.15.13	Cabinets	32½%	35%
84.15.19	Other	32½%	35%
84.15.21	Refrigerators, domestic, electrical	32½%	35%
	Parts:		
84.15.23	Cabinets	32½%	35%
84.15.29	Other	32½%	35%
	Other:		
	Units:		
84.15.31	Having a heat removing capacity exceeding 6,000 B.t.u. per hour under normal working conditions	25%	35%
84.15.39	Other kinds	25%	35%
	Centrifuges:		
	Other:		
	Hydro extractors:		
84.18.21	Domestic	32½%	35%
84.18.24	Other kinds	25%	35%
	Dishwashing machines:		
84.19.11	Domestic	32½%	35%
84.19.12	Parts	32½%	35%
84.19.13	Non-domestic	25%	35%
84.19.14	Parts	25%	35%
	Rollers:		
84.24.82	Lawn or sports ground	25%	35%
	Hay or grass mowers:		
	Other, including lawn mowers:		
84.25.43	Manually operated	22½%	32½%
84.25.44	Parts	22½%	32½%
84.27.00	Presses, crushers and other machinery, of a kind used in wine-making, cider-making, fruit juice preparation or the like	25%	35%
	Machinery for washing, cleaning, drying, bleaching, dyeing, dressing, finishing or coating textile yarns, fabrics or made-up textile articles (including laundry and dry-cleaning machinery), etc.:		
	Washing and laundry machines:		
84.40.11	Domestic washing machines	32½%	35%
84.40.19	Parts	32½%	35%
	Other:		
84.40.22	Wringers and mangles	20%	30%
	Other laundry machines:		
84.40.24	Domestic, electrical	32½%	35%
	Drying machines:		
84.40.27	Domestic, electrical	32½%	35%
	Electric instantaneous or storage water heaters and immersion heaters; electric soil heating apparatus and electric space heating apparatus, etc.; electric smoothing irons; electro-thermic domestic appliances; electric heating resistors, other than those of carbon:		
85.12.01	Instantaneous or storage water heaters and immersion heaters	32½%	40%
85.12.03	Space heating apparatus	32½%	40%
85.12.05	Smoothing irons	32½%	40%
85.12.06	Stoves and ranges	27½%	35%
85.12.09	Other	32½%	35%

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

GRENADA

Customs tariff changes

THE CUSTOMS Duties (Amendment No. 2) Act, 1967, provides for the amendment of the Grenada Customs Tariff by the deletion of items 111-01 and 112-03 (1-3) and the substitution of the following:

Item No.	Description	Rate of Duty	
		Preferential	General
		$ c	$ c
111-01	Non-alcoholic beverages (not including fruit or vegetable juices), e.g. aerated drinks	30%	40%
112-03.1	Beer and ale	2·70	3·00
112-03.2	Stout and porter	2·40	2·70
112-03.3	Other fermented cereal beverages	2·40	2·70

(BWI $4·80=£1 sterling)

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 471).

GUYANA

Exemptions from import duty

THE CUSTOMS Duties (Amendment) (No. 4) Order, 1967, amends Part III of the First Schedule to the Guyana Customs Ordinance (Table of Exemptions from Duty) by the addition of the following news item:

'77. Steel which the Comptroller is satisfied is imported solely for use in the manufacture of arc-welding electrodes.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

VENEZUELA

Import licensing restrictions

IT HAS been reported by HM Embassy at Caracas that the Venezuelan Ministries of Finance and Development have imposed import licensing restrictions on the following tariff definitions:

Tariff No.	Description	Duty in Bolivars per kilo gross weight
861-01-05-5	Goggles, protective, of all kinds (anti-sun, drivers', welders', etc.); of plastic materials (4)	3·00
05-9	not elsewhere specified	3·00
06-4	Frames, mountings and parts (except lenses), for all kinds of spectacles; of celluloid (4)	4·00
06-5	of plastic materials, not elsewhere specified (4)	40·00

Note: (4) Previous import licence required from Ministry of Development.

This resolution entered into force from the date of publication (i.e. January 24, 1968) with the exception of goods coming by air. Licence requirement for these will be effective as from three days after publication (i.e. January 27, 1968). Exemption from import licence restrictions also applies to those imports whose Consular documents or Bills of Lading bear a date on or before January 24, 1968.

Tariff increases in metallurgical industry

IT HAS been reported by HM Embassy at Caracas that the Venezuelan Ministries of Development and Finance have decided to increase tariffs and impose import licence restrictions on the following:

Tariff No.	Description	Duty in Bolivars per kilo gross weight
699-05-03-2	Latticing and netting of single twist, of more than one centimetre per side, of galvanized wire	1·50
03-3	Latticing and netting of single twist, of more than one centimetre per side, of ungalvanized wire	1·50
699-07-01-1 A	Fence staples 2½ to 3½ centimetres long and more than 2 millimetres in diameter	1·50
-1 B	Wire nails (Paris Point)	1·50
699-29-13-2	Electrodes of iron and steel and its alloys, of aluminium and its alloys	2·00
13-3	Electrodes of copper and its alloys, of nickel and its alloys (4)	2·00
13-9	Not elsewhere specified	0·001

Note: (4) Import licence required from the Ministry of Development.

This resolution entered into force from the date of publication (i.e. January 24, 1968), in so far as the import licence is concerned, with the exception of those shipments covered by shipping documents or consular invoices dated on or before this date above. For goods sent by air licence requirements will be effective 10 days after publication (i.e. February 3, 1968). The increase in customs tariffs comes into force on February 3, 1968.

Customs tariff changes in wool yarn

IT HAS been reported by HM Embassy in Caracas that the Venezuelan Ministries of Finance and Development have amended certain tariff definitions. These changes are as follows:

Tariff No.	Description	Duty in Bolivars per kilo gross weight
651-02	Yarn and thread, of wool and hair, including horsehair:	
651-02-01	Combed:	
01-1	Up to 52,000 metres per kilogram and per thread	12·00
01-2	Of more than 52,000 metres per kilogram and per thread	16·00
02-02	Carded	6·00
02-03	Conditioned for retail sale (4)	6·00
	Note: (4) Previous import licence required from Ministry of Development.	

Note: Considered as thread conditioned for retail sale are those presented on paperboards, spools, bobbins and similar holders or in skeins or balls with a weight equal to or less than 125 grams (including holder), or in hanks subdivided by one or more dividing threads in small skeins independent of each other with a uniform weight equal to or less than 125 grams. Not included in the present numeral are the simple yarns and the twisted or cabled raw yarns, as well as those conditioned or presented in skeins of crosswise winding.

This resolution entered into force from the date of publication (i.e. January 24, 1968). For goods coming by air, licence requirements will become effective as from 15 days after publication of resolution (i.e. February 8, 1968). Exemption from import licence restrictions also applies to those imports whose Consular Invoices or Bills of Lading bear a date on or before the date of publication of resolution. Parcel post licence requirements will become effective as from 10 days after publication (i.e. February 3, 1968).

Amendments to Customs tariff

IT HAS BEEN reported by HM Embassy at Caracas that certain resolutions have been issued by the Venezuelan Ministries of Finance and Development which modify the definitions and duties applicable on certain items. Details of these tariff definitions are as follows:

Tariff No.	Description	Duty in Bolivars per kilo gross weight
699-13-02-3	Funnels and jars of iron or steel	4·00
699-13-03-7	Iron or steel watering pots, buckets, pitchers, covered or not and with or without taps, and dustbins	4·00
699-17-02-1	Safety razors	0·50
-2	Blades for razors:	
A	Double-edged in dispensers of ten or more blades	70·00
B	Double-edged in other form	90·00
C	Unspecified	60·00
699-21-06-8	Boxes, reservoirs and other similar containers, n.e.s., of metals or their alloys (tinplate, etc.); isothermic	4·00
841-19-04-4	Handkerchiefs, of cotton	100·00 + 15% *ad val.*
841-19-05-7	Mantillas, mantles, veils, neckerchiefs, fichues of all kinds of materials pure or with mixtures	100·00
899-11-03-20*	Plastic bands, braids, strips, and ribbons woven with untitled monofilaments of up to 30 centimetres in width	25·00

The above changes entered into force five days from the date of publication (i.e. January 29, 1968), except the one marked* which entered into force eight days from the date of publication (i.e. February 1, 1968).

UNITED STATES

Fair Packaging and Labelling Act—frozen desserts

NOTICE WAS given in the *Board of Trade Journal* of August 4, 1967, of regulations issued by the United States Food and Drug Administration for the enforcement of the Fair Packaging and Labelling Act.

The Food and Drug Administration now propose to amend Section 1.1c of the regulations, to exempt frozen desserts packaged in standardized 8, 16, 32 and 64 fluid ounce containers from some of the labelling requirements of the Act.

Interested persons are invited to submit their views in writing, preferably in quintriplicate, regarding this proposal by March 12, 1968.

Comments, which may be accompanied by a memorandum or brief, should be addressed to the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 3300 Independence Avenue S.W., Washington DC 20201.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Investigation—barbers' chairs

THE *Board of Trade Journal* dated August 15, 1967, gave notice of an investigation by the United States Tariff Commission to determine whether barbers' chairs are being imported into the United States in such quantities as to cause injury to the United States domestic industry.

The Tariff Commission has now issued a report to the President of its unanimous finding that barbers' chairs are not, as a result in major part of trade agreement concessions, being imported into the United States in such increased quantities as to cause, or threaten to cause, serious injury to the domestic industry.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Duty free entry of bagpipes

UNITED STATES Public Law 90-234 approved December 30, 1967, permits the duty free entry of bagpipes and parts of bagpipes.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222, 7877, Ext. 2397).

CANADA

Customs ruling

THE FOLLOWING rulings have been made in Canada for Canadian Customs purposes:

Of a 'class or kind made in Canada':
N. N – Dimethylformamide (DMS).
(Ruling effective February 26, 1968.)

Of a 'class or kind not made in Canada':
Aloin.
Extract. Belladonna.
Extract. Henbane.
(Ruling effective January 24, 1968.)

The above information is contained in Canadian Customs Memorandum D51-33-1 dated January 24, 1968.

Of a 'class or kind made in Canada':
(1) Stabilizers, liquid, for vinyl resins composed of any combination of phosphite esters, organic salts of barium, cadmium, calcium, lead, and zinc, with or without other necessary additives.
(2) Stabilizers, non-liquid, for vinyl resins, composed of any combination of pentaerythritol, melamine, dicyandiamide, phthalic anhydride, calcium stearate, zinc stearate and zinc oxide, with or without other necessary additives.

Of a 'class or kind made in Canada':
Tyre studs designed for inserting into vehicle tyres to provide better traction under winter driving conditions.
(Ruling effective February 26, 1968.)

The above information is contained in Canadian Department of National Revenue Memorandum D51-17-1 dated January 24, 1968.

Changes in Customs tariff on production machinery

THE CANADIAN Department of National Revenue have issued a new Memorandum D46-20 dated January 23, 1968, drawing attention to the new tariff item No. 42700-1. This memorandum supersedes the previous one dated December 15, 1967, published in the *Board of Trade Journal* of January 5, page 67.

It should be noted that Tariff item No. 42711-1 – Integrated self-propelled machines commonly known as front-end loaders or tractor shovels; parts of the foregoing – B.P. rate 2½ per cent, MFN rate 15 per cent, has been added to the list of items affected.

The text of the Memorandum reads as follows:

Machinery programme – tariff item 42700-1

1. Attention is drawn to Memorandum D47-471, November 6, 1967, and tariff item 42700-1, reading:

	British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing Except that in the case of the importation into Canada of any goods enumerated in this item, the Governor in Council on the recommendation of the Minister of Industry may, whenever he considers that it is in the public interest and that the goods are not available from production in Canada, remit the duty specified in this item applicable to the goods, and sub-sections (2), (3), (4), (5) and (8) of section 22 of the Financial Administration Act apply in the case of a remission granted under this provision.	2½%	15%	35%

2. This tariff item applies to goods imported or taken out of warehouse for consumption on or after January 1, 1968.

Administration

3. Administration of this item, with respect to tariff classification, is the responsibility of the Department of National Revenue.

4. The provision for remission in the item will be administered by the Department of Industry. To implement the programme, a Machinery and Equipment Advisory Board has been established under the Department of Industry Act. The Board will consider applications for remission of duty applicable under tariff item 42700-1. Application forms, together with pamphlets outlining the conditions under which applications will be considered, as published by the Department of Industry, are available from Collectors of Customs and Excise.

5. When an application for remission of duty is approved, the original application will be returned to the applicant with the appropriate Order in Council number shown thereon. This Order in Council number will require to be quoted on all relevant Customs entries or on refund claims, as applicable. It is understood that remission of duty will not be recommended on the first $500.00 of value included in any one application.

6. All entries pertaining to remissions under the provisions of tariff item 42700-1 are to be prepared in accordance with the principles illustrated in the Appendices to this memorandum. In each example, it is assumed that the approved application covers the importation of five machines, each valued at $300.00, for a total value of $1,500.00.

Appendix A covers the situation where all the machines are included in one importation, duty being remitted on $1,000.00 of the total value.

Appendix B relates to the situation where only a portion of the goods covered by the authorization is imported on the first entry but the total value of the entry is over $500.00. The second entry in Appendix B shows the manner in which subsequent entries under the same Order in Council should be prepared.

Appendix C has regard for the case where the importer wishes to pay full duty on the first $500.00 of the value at the time of the first entry under the relevant Order in Council, but the actual value of the goods is less than $500.00. It will be noted that the duty in excess of the amount actually applicable to the value entered is referred to as a 'duty deposit'. Entries Nos. 2, 3 and 4 in this Appendix indicate the manner in which entries for the remaining

machines covered by the application are to be prepared.

Appendix D shows the manner of preparing entries in the case of an importer who wishes to pay only the amount of duty applicable on the goods covered by the particular entry. In this example, there is no remission on the first entry, a partial remission only on the second entry and a full remission on the third entry.

Note – These Appendices may be seen at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

7. It is essential that, whatever method of implementing remission is preferred, every entry shall make reference to the appropriate Order in Council, whether or not full duty, or any duty, is paid at time of entry.

8. The original, or photo copy, of the approved application requires to be submitted with each remission entry.

9. The provisions of section 43 of the Customs Act will apply (see Memorandum D45).

10. *Guidelines for Tariff Classification*

The following comments are intended only to illustrate departmental administrative policy, and to assist in the classification of goods under tariff item 42700-1. They are not to be regarded as legal interpretations binding on the Department nor on importers:

(a) **'machines'.** In deciding whether or not an article is a machine, consideration should be given to the Tariff Board's definition in Appeals 560 and 607, as follows:

> 'a machine is comprised of a more or less complex combination of moving and stationary parts and does work through the production, modification or transmission of force and motion.'

A machine usually has one base, rather than a series of bases. The Department holds that a transfer line, such as is found in automotive plants, for example, is not one machine. It is deemed to consist of a series of individual components, some of which are machines, but each component is classifiable in its own right, even though they may be linked together mechanically, hydraulically or electrically. Articles such as aerial ropeways, gondola lifts or ski lifts are considered not to be machines but are in the nature of systems comprising machines and other articles which may or may not be mechanical. Generally speaking, passive articles are considered not to be machines, even though they may be somewhat complex and incorporate parts which remain stationary, and other parts which may be moved. An adjustable form or mould is an example.

(b) **'n.o.p.'.** By virtue of the 'n.o.p.', only machines which are not otherwise provided for by name, or by use, are classifiable under this item. Machines which are provided for by name in tariff items other than 42700-1 continue to be classified under those items. Further, where machines for a particular end-use, such as mining, quarrying, metallurgy, logging, sawmill, oil well, etc., are provided for in a tariff item, they will continue to be classified under the end-use provision, even though they would otherwise fall under tariff item 42700-1.

(c) **'accessories, attachments'.** Generally speaking, these terms are synonymous. While not essential to the operation of the machine, accessories are usually designed to improve the operation of the machine, or for the comfort of its operator. Machine attachments are generally designed for use on particular machines, and may enable the machines to perform additional specialized functions. To be classified under tariff item 42700-1, accessories or attachments must be mounted on the machines when in use. ....

(d) **'control equipment'.**

(i) This term is interpreted as covering, all articles, whether mechanical, electrical, or non-mechanical, which serve to start, control the operations of, or stop, a machine, i.e., the equipment which gives commands to the machine. It does not include the driving mechanism of a machine, nor the source of power, nor, in the case of numerical control of a machine, the tape preparation equipment, card punching equipment and the like.

(ii) Control equipment tells the machine what to do. It gives the commands.

(iii) Control equipment must be for use with a 'machine, n.o.p.', as provided for in tariff item 42700-1.

(iv) Location has no bearing. Control equipment may be in a machine, on a machine, beside a machine, in a different room, on a different floor, or in a different building.

(v) Control equipment may be of different kinds. For example, it may be electrical, electronic, pneumatic, mechanical, or hand-operated.

(vi) Examples of articles which may fall into the category of control equipment, depending on application, include: control panels (electric or hydraulic), speed controls, governors, electric switches (hand-activated or automatic), voltage regulators, circuit breakers, overload devices, valves, protective or safety devices.

(vii) Control equipment does not do the work – the machine does the work. An electric motor which drives a machine is not control equipment. It merely obeys commands, it does not give them.

(e) **'tools'.** Tools for use in the 'machines, n.o.p.' or for use in the attachments or accessories are classified under this provision. Tool holders imported with the tools mounted in them are classified as 'tools'. Tools may be of any material, e.g., metal, tungsten carbide, ceramic, etc. Hand tools are excluded.

(f) **'for use therewith'.** In relation to the accessories, attachments, control equipment and tools, this provision means that they must be for use with a 'machine, n.o.p.'.

(g) **'parts of the foregoing'.** Generally speaking, to be considered a 'part', the imported article should be for mounting directly on or for incorporation into the equipment provided for in the tariff item. Assemblies of parts are also 'parts'. Parts which are provided for by name elsewhere in the Customs Tariff are not to be classified under the provision for 'parts' for 'machines, n.o.p.'. However, parts which are provided for by name elsewhere in the Customs Tariff may be classified under the provision for 'parts' for the accessories, attachments, control equipment and tools, if the naming item is qualified for by 'n.o.p.'.

(h) Separately located electric motors or engines are not admissible under tariff item 42700-1.

(i) It will be noted that the following former tariff items have been deleted from the Customs Tariff:

> 42200-1, 42205-1, 42701-1, 42701-2, 42702-1 42703-1, 42704-1, 42705-1, 42706-1, 42707-1, 42708-1, 42711-1, 42720-1, 42735-1, 42750-1, 42753-1, 44636-1, 44637-1, 46105-1, (in part).

Generally speaking, articles previously classified under these former tariff items may be expected to fall under tariff item 42700-1. In addition, this item may attract certain electrical components, and goods previously classified according to material or nature, e.g., certain machines other than of iron or steel.

(j) It should be noted that tariff item 42700-1 contains no 'made in Canada' qualification.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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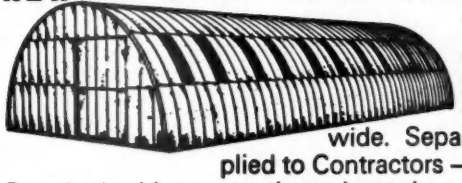

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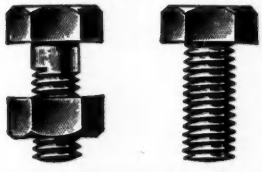

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Through a British fashion show in Toronto, we helped the Selincourt Group win on the spot orders worth $116,000

Export Intelligence can help you break into new export markets too

THE SELINCOURT GROUP OF COMPANIES manufactures a wide variety of fashion goods. Home trade is flourishing but lately they have steadily expanded their export business.

New territory

They have consistently used Export Intelligence—the free Board of Trade service for exporters. Recently, in fact, Export Intelligence helped them break into Canada. This was new territory for Selincourt. Two of their member firms, L. Harris (Harella) Ltd. and Frank Usher Ltd. participated in a fashion show and samples display in Toronto earlier this year. This event, a fore-runner of the British Week in Toronto, was organised by the Clothing Export Council under the Board of Trade Joint Venture Scheme.

From nowhere to sixty accounts

The show was an outstanding success. The big buyers came. What is more, they did business. No less than sixty accounts were opened with L. Harris (Harella) Ltd. and Frank Usher Ltd. They took $116,000 worth of orders on the spot. They hand much of the credit to Export Intelligence. "The financial help was an enormous encouragement," Selincourt say. "Now people are interested we can build fast. But Export Intelligence laid the foundation."

How Export Intelligence can help you

We can assist with your special export problems, point out your best overseas markets, introduce you to foreign agents and buyers, and help plan a trip abroad for you. We can supply status reports on foreign firms, advise on Tariff and Import regulations, give details of overseas contracts out for tender, and even provide a free stand at Joint Ventures in overseas fairs and assist with collective advertising. Our service is free, practical and confidential (the facts in this advertisement are published with the full approval of the Selincourt Group of Companies). Take the first step now by ringing one of the numbers below.

Export Handbooks

The Board of Trade has issued three Export Handbooks—'*Services for British Exporters*', '*ECGD Credit Insurance and Financial Support Services*' and '*Organisation for Overseas Marketing*'.

Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to the Information Division, U.K. Publicity Section, Board of Trade, 1 Victoria Street, London, S.W.1.

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